

# CHEMIST & DRUGGIST

newsweekly for pharmacy

~~ADL/FAH/OKP/TEP/REF/ES/EJB~~



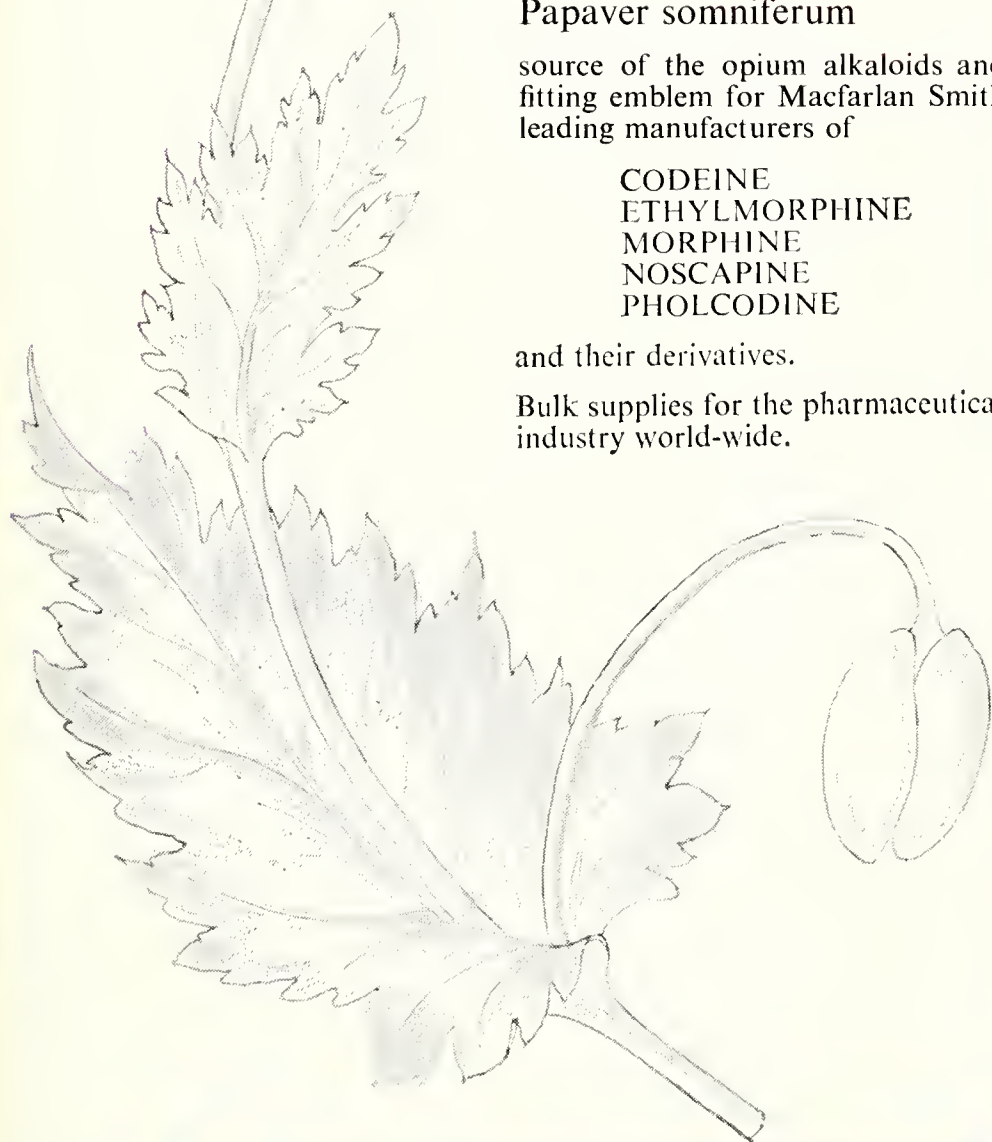
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**NPU adopts  
three EEC  
'principles'**

**Pharmacy and  
industry  
honoured**

**Contractors  
claim more  
for containers**

**Legislative bar  
to limit on  
NI contracts**

**Doctors say  
'hands off  
our centres'**

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# CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4813

The newswweekly for pharmacy

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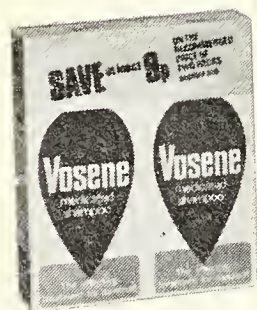
**A Benn Group Journal**



Mr A. Aldington, who received an OBE  
 in the Birthday Honours List (p 794)



# Vosene Twin Pack—for grubby little boys and big fat profits



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# J. P. Kerr is Society's new president

Mr J. P. Kerr is the new president of the Pharmaceutical Society of Great Britain, and Mr C. C. B. Stevens is the new vice-president.

They were elected at Wednesday's Council meeting, when Mr H. Steinman was also re-elected treasurer.

Mr Kerr succeeds Mr W. M. Darling, who has served a two-year term of office. Mr Kerr was first elected to Council in 1962.



Mr J. P. Kerr

## Doctors say 'hands off' medical centres

Adequate accommodation in postgraduate medical centres must be available primarily for medical staff and under local medical control, according to a recent meeting of the National Association of Clinical Tutors.

The chairman and secretary of the Association, writing in last week's *British Medical Journal*, claim that "difficulties have already arisen," when centres are used for multidisciplinary purposes and when they are being organised by a multidisciplinary committee.

"The intention of the Department appears to be to include areas for multidisciplinary education in all new hospitals and, although it has been conceded that certain accommodation will be for the exclusive use of the medical staff, the plans which have been seen do not provide accommodation on anything like the scale available in even modest purpose-built postgraduate medical centres."

Many of the tutors empha-

sised at the meeting the value of independent catering facilities in the centres and regretted the absence of such facilities in recent plans to emerge from the Department of Health.

The same *BMJ* carries an editorial entitled "Hands Off Postgraduate Centres" (Comment, p 805).

## UK cosmetics exclusive for Boots?

Boots Ltd are in the process of completing a deal, acquiring exclusive rights to manufacture and distribute in the UK Menley & James' Love Cosmetics.

The range, according to the disclosure in the latest issue of the *Sunday Times*, was launched in America in 1969 and has achieved great success. This was attributed partly to a combination of space age packaging and names like "Love's Soft Eyes" and "Love-sticks" (lipsticks) which hold great appeal to the 18 to 30 target age group.

When asked if there might be a possibility for Love to follow a similar pattern to that of other lines which began as Boots' own brands and then went into general distribution, a spokesman for the company told *C&D* there is no intention of this occurring as the national coverage would be adequate with the June 1 total of 1,393 outlets.

Figures quoted in the newspaper were £3,850,000 worth of sales in the first 12 months, with the £38.5 million turnover barrier having been broken by 1971.

This move follows Boots' launch of the French skin care range, Vichy, which is also being distributed solely through the group's stores.

## Fewer pharmacies and pharmacists

The number of persons included in the Register of the Pharmaceutical Society of



Part of the original pharmacy owned by Mr John Walker who in 1827 invented the friction match

Great Britain fell by 123 between 1970 and 1971.

According to the registrar's report for 1971, the total was 29,785, of whom 1,974 were fellows. As reported by *C&D* (January 22, p 90) the number of authorised sellers of poisons fell by 279, reducing the total to 12,202.

During the year, proceedings were instituted under the Pharmacy Acts in 34 cases—nine against pharmaceutical chemists, 13 against unqualified persons, six against corporate bodies that are authorised sellers, and six against corporate bodies that are not authorised sellers.

## Old pharmacy saved for museum

The interior of a 19th century chemist's shop originally sited at Finkle Street, Stockton-on-Tees, has been reconstructed at the North of England Open Air Museum, Beamish, Stanley, County Durham.

At present the reconstruction in Beamish Hall is serving as a sample of the exhibits which will eventually be on display. Other items on view are in groupings such as country life, town life and industrial life.

A large part of the original pharmacy building (see picture above) is available and will be re-erected on the 200-acre site within the next five years.

## Company 'yes' to limitation

As *C&D* went to press, it was reported that the Company Chemists' Association has put to the Pharmaceutical Society's Council a suggestion incorporating "a limited degree of restriction of the right of entry into contract to dispense NHS prescriptions in health centre areas".

The Association has, however, restated its objection in principle to any general restrictions which might affect the opening of pharmacies.

This emergency prescription notice—a PVC "sticker"—is being sent to all chemist contractors in England and Wales. Pharmacists in Scotland or Northern Ireland may obtain the notice free by sending a stamped addressed envelope to the Central Contractors Committee, 321 Chase Road, London N14 6JN

## EMERGENCY PRESCRIPTIONS

INFORMATION ABOUT DISPENSING SERVICE MAY BE OBTAINED FROM THE POLICE; Telephone



# NPU adopts three 'principles' of EEC pharmacy

Three European "principles" relating to the practice of pharmacy, have been adopted as policy by the National Pharmaceutical Union.

They are the principles relating to:

□ Responsibility—pharmacists to have complete and final control at all stages from manufacture to dispensing of medicines.

□ Monopoly—only pharmacists permitted to handle medicines.

□ Geographical distribution of pharmacies.

The three principles are among those laid down in the "White Book of European Pharmacy" ("Livre Blanc"). But the NPU Executive has decided to keep the principles relating to training, social security, ethics and ownership "under consideration."

## Delegation report

Discussion of the principles arose from the presentation of a report of the visit of the NPU delegation to four countries in the European Economic Community during April. The visit included meetings with Mr J. P. de Crayencour (head of liberal professions division, EEC headquarters) and Mr J. A. Verreydt (general secretary of the EEC pharmaceutical group).

It was agreed that there should be special meetings of the Executive Committee to discuss EEC matters during the forthcoming months. There was general agreement that because of the importance of the remaining principles, particularly that concerning ownership, as much time as was needed would be devoted to full discussion of all the factors involved. It was most important that the final decisions taken were the correct ones for the future.

It was also decided that further contact would be established with pharmaceutical organisations in the enlarged Common Market area and that plans would be laid for a conference of representatives of these organisations early in 1973 for the purpose of exchanging view-points and of giving the representatives an opportunity of seeing at first hand the scope of NPU activities in the United Kingdom.

## Pharmacists and industry honoured

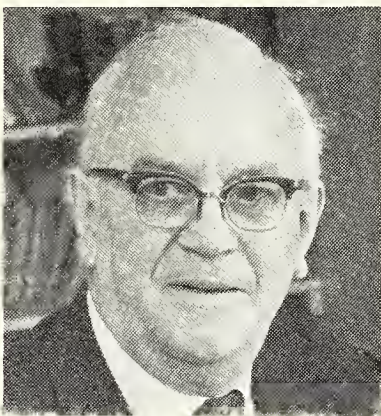
Mr Allen Aldington, a member of the Pharmaceutical Society's Council, receives an OBE in the Birthday Honours list published on June 3. Mr Aldington is described as vice-chairman, Pharmaceutical Group, Royal Society of Health, though he currently holds office as chairman.

He was president of the Pharmaceutical Society 1967-68 and operates three pharmacies in North London, having recently "retired" from his fourth pharmacy in Seven Sisters Road.

An MBE has been awarded to Mr George R. Milne, MPS, deputy regional director, Glasgow and West of Scotland Blood Transfusion Service.

For his "services to export" Mr J. M. Kirkness RD, export and veterinary services manager, Association of the British Pharmaceutical Industry, receives an MBE, as does Mr E. B. Seymour, export manager, Beatson Clark & Co Ltd.

Mr Kirkness has been with the ABPI for 22 years. He first joined the pharmaceutical industry in 1936 as secretary to the director of research at Wellcome Research Laboratories and returned to the Wellcome Foundation after the war



Mr J. M. Kirkness

as Budgetary Control Officer.

In the overseas list, an MBE goes to Mr A. G. Davis JP, Rosanna, State of Victoria, Australia, "for services to pharmacy and the community."



Mr Peter Thomson (left) Scottish area manager of Burroughs Wellcome and Co, and Mr Eric H. Hartley, area manager for Wales, the Midlands and South Western Counties, retired at the end of May after 34 and 26 years respectively. They are seen here with their wives at a reception to mark their retirements

## European standards from July 1

By the Medicines Act 1968 (Commencement No 1) Order 1972, bringing into operation Section 65 of the Act, provides that where a medicinal product or an ingredient is asked for by a name at the head of a monograph in one of the recognised compendia of pharmaceutical standards, the standard in the relevant monograph shall be applicable, even though the publication itself is not specifically referred to by name. This test is to be used in judging whether the product or ingredient is of the nature or quality requested by the purchaser or the prescribing practitioner. The recognised compendia of pharmaceutical standards immediately involved are the British Pharmacopoeia, the British Pharmaceutical Codex and the British Veterinary Codex.

### Gazette notices

When the section is in force it is intended to publish a notice under sub-section 7 in the London, Edinburgh and Belfast Gazettes declaring that as from July 1, 1972 the monographs in volume 1 of the European Pharmacopoeia prepared by the European Commission and published under the direction of the Council of Europe (Partial Agreement) shall become official standards in the United Kingdom.

This declaration will fulfil an obligation under the European Pharmacopoeia Convention, which was signed by the United Kingdom, the six coun-

tries of the EEC and Switzerland in 1964 and subsequently ratified

From the declared date the European Pharmacopoeia monographs will replace the British Pharmacopoeia monographs as the primary reference under the Medicines Act for Standards for medicinal products or ingredients where the publication in which the standard is included is not specified.

## FDA to have new division

Sources are predicting a significant impact on pharmaceutical manufacturers making certain products such as vaccines and on the public's use of such products following an American administrative change recently announced.

The authority which conducts research on, tests and regulates the use of biological materials such as vaccines in America, the Division of Biologics Standards, presently part of the National Institutes of Health will be transferred to the US Food and Drug Administration with effect from July 1.

On the list of products at present licensed with the agency are 32 vaccines, mixed bacterial agents, which are not generally considered effective. Marketing problems are anticipated with those vaccines.

Another group of products expected to be investigated are desensitising agents for allergies. The licensed manufacturers are likely to be called on by the FDA to obtain proof of effectiveness, which possibly could present difficulties.



# COMPANY NEWS

## Export drive in EEC countries

Pharmaceutical Projects Ltd will be mounting a "personalised" export drive in the Common Market beginning September 15. Several manufacturers will be taking part.

The intention is to meet prospective licencees and distributors in their own country with a view to assessing their capabilities and willingness to co-operate.

A special van will display samples and display material and is also fitted out as a mobile office. Companies interested in taking part in the project should contact Pharmaceutical Projects at Easthorpe House, Loughborough Road, Ruddington, Nottingham NG11 6LW.

## Expansion in India

For the first time since it was set up in 1961, the state-owned Indian Drugs and Pharmaceuticals Ltd, is expected to show a gross profit of Rs.16 million for 1971-72.

The antibiotics factory at Rishikesh stepped up its production by 45,000 milliards of antibiotics to 117,000 milliards in 1971-72. The synthetics

drugs plant at Hyderabad stepped up its production by 60 per cent in 1971-72 to 1,039 metric tons.

The expansion programmes currently under implementation by the IDPL are the stepping up of production of the synthetic drugs plant at Hyderabad and the stabilisation and improvement of production at the antibiotics plant at Rishikesh.

The Rishikesh plant is also increasing production of phenacetin, sulphanilamide, analgin, etc, with a view to obtaining lower costs while the Hyderabad plant is to produce new drugs including paracetamol.

## Weston raise dividend

Weston Pharmaceuticals are raising their dividend total from 2.4p to 2.6p despite profit growth having slipped from 40 per cent at half time to 25 per cent over the full period to February 29. Pre-tax total was increased from £394,000 to £495,000 and the attributable figure from £256,000 to £312,000.

## Cahill chairman 'confident'

The chairman of P. C. Cahill and Co reports that if present trends continue, he is confident that next year's profit should well exceed that of the period under review. For the period to January 31, 1972, the fixed assets were £862,116 (£781,955) and the net current assets £723,832 (£699,449).

Sir Alan Wilson (right) chairman of Glaxo Group Ltd receives the Queen's Award Grant of Appointment from Field Marshal Sir Gerald Templer HM Lieutenant of Greater London. This is the sixth successive Queen's Award to Industry for export achievement gained by Glaxo



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# PEOPLE

**Professor Maurice Partridge**, head of the Department of Pharmacy at Nottingham University, has had his appointment to deputy Vice-Chancellor for three years from September 1 confirmed by the University Council. He succeeds Professor J. D. Ivins.

**Mr William D. Massey**, overseas development and sales director, Ayrton Saunders & Co Ltd, Liverpool, has been chosen to lead a three weeks' trade mission to Jamaica, Puerto Rico and Trinidad in September, being organised by Merseyside Chamber of Commerce and Industry.

The Chamber says it is convinced of the opportunities offered by the Caribbean countries for British exports.

Mr Massey joined Ayrton Saunders & Co Ltd, in 1961 as overseas sales manager, becoming a director of the company in 1969. He has travelled extensively throughout the world, and has taken part in previous trade missions.

A government subsidy of £175 will be available to each participant in the mission, latest of a series, which has taken in Nigeria, Middle East, Far East and South Africa.

**Mr L. C. Muzzall**, representative of Smith Kendon Ltd for south and west England, was recently presented with the salesman's award sword by the chairman, Mr D. A. L. Smith. The sword is presented annually to the salesman who shows the highest percentage increase over target.

Reporting on an unofficial visit made earlier in the year **Dr T. D. Whittet**, chief pharmacist Department of Health, said that he went to Singapore, Australia, Bangkok and Kuala Lumpur.

He was able to see a number of government departments, universities, pharmaceutical companies and hospitals.

Dr Whittet attended the first Commonwealth Pharmaceutical Conference and toured the Australian Biological Standards Laboratory. Another journey was to the Malaysian Pharmaceutical Manufacturing Co.

## Deaths

**Pickering:** Recently, in Portugal, Mr Herbert Pickering, aged 62. Mr Pickering qualified as a pharmacist in 1932

and was a representative for Burroughs Wellcome & Co in the North Wales area from 1946 to 1958. He began the company's Portuguese branch in 1969 and managed it until his retirement in 1971.

**Allister:** On May 23, Miss Margaret Allister, MPS, 44 Netherly Road, Edinburgh EH5 3LX. Miss Allister qualified in 1922.

## Appointments

**Johnsons of Hendon Ltd** have appointed Mr Alan Price as general sales manager. He was previously marketing manager of Rank Photographic.

**Kimberly-Clark Ltd** have appointed four additional directors to the Board. They are Mr James S. S. Hollins, general manager consumer division; Mr Peter J. Kimbell, general manager industrial and export division; Mr Meredith O. Nelson, operations manager; and Mr Thomas F. Godfrey-Faussett, company personnel manager.

**International Chemical Co Ltd:** Mr Martin Cook has been appointed product manager proprietary medicines.

**Syntex Pharmaceuticals Ltd** have appointed Mr Ian Ross as deputy UK sales manager (ethical division) with direct responsibility for the southern region. Mr Tony Rawlinson has succeeded Mr Ross as northern regional sales manager and Mr Les Fifield, formerly southern regional sales manager becomes training manager to both ethical and consumer divisions.

**Rockware Glass Ltd:** David M. G. Bailey is to become managing director as from July 1. He joined the group in 1960 and was latterly assistant managing director (glass) of Rockware Group Ltd which position is to be filled by Mr Norman A. Nichols.

## NEWS IN BRIEF

□ The old established pharmacy business in Loch Street, Whitehills Village, Banffshire, carried on for the past 43 years by Mr Charles Kellas has been sold to a non-qualified buyer, who will continue with drug store merchandise. Buyers are Mr and Mrs George Dunbar of Dundee. Alternative arrangements for dispensing are to be worked out by the local Pharmaceutical Committee.

# Topical reflections by Xrayser

## Perfume

The informative article dealing with the history of perfumes is of great value and coming from the pen of one described as chief perfumer, it may be regarded as authoritative. Mr D. J. W. Clark makes reference to the significance of perfume in the religious burning of incense, which invoked a feeling of ecstasy within the participants, evil spirits being repelled by pleasant odours whilst offensive smells attracted the devil.

There was also, I have read, the need for covering the odours of the rite of the sacrificial killing and burning of animals, and it has been said that that was, in fact, the origin of incense burning. That could very well come to be regarded as banishing evil spirits, and by so doing invoke the feeling of ecstasy to which the author refers.

The illustration of the author "composing" his perfumes provides a very different setting from that in which I, in earlier days, made lavender water and eau-de-Cologne. Both preparations contained a large number of ingredients matching in variety some of the preparations of the theriaca of earlier times. So far as I am able to recall, only one of the ingredients was a synthetic called Neroletol—a substitute for oil of neroli which may, at the time, have been unobtainable.

There were still war-time shortages from the conflict of 1914-18. But there were many fragrant oils in stock, and their replacement called for a session of sampling by gentle inhalation. The high priest who produced the oils from the dark interior of a capacious bag was suitably attired in top-hat and tailcoat and he conveyed an atmosphere of mystery and reverence which disclosed that he was in the direct line of descent from the doctor-priests.

But those days for the pharmacist are over, leaving a fragrant memory only less ephemeral than the fragrances left behind when the high priest took his departure.

### Please note

A letter from a large manufacturer announces—"please note" is what it says—that a brand of hypnotic tablets would become available eight days from receipt of the letter. I am invited to return stock holdings of present packs to my wholesaler, who has been authorised to issue full credit for unused packs and 50 per cent credit for broken packs. The letter goes on to say that the new film-coated purple coloured oval tablet will be introduced to doctors commencing May 30 and the effort will be supported by advertising and direct mailing, "as a result of which doctors will anticipate that all prescriptions issued [will] be met by the new presentation." The tone of the letter seems to me to be a little high-handed, considering that I only recently opened a new large pack, the balance of which is now worth only half of what I paid for it. When the representative pays his next call, he must not be surprised if his eagle eye fails to alight on any counter display of his firm's other products.

### 1916

The article on p 782 by your ever-welcome contributor, Mr E. H. Shields, is certainly one for memories. The photograph of the students depicts the change in appearance of students over the years. Had I not read Mr Shields words, I should have taken the illustration as depicting an outing of sea-captains and their wives—but it is wrong to jump to conclusions without a careful reading of the typescript.



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# NEW PRODUCTS AND PACKS

## Cosmetics and toiletries

### Cachet in the UK

The Prince Matchabelli fragrance, Cachet, is being introduced into the UK on a franchise basis to selected chemists and department stores in September.

It is described as a combination of sophisticated green notes with floral undertones and is joined by the smoothness of *jasmin*.

The range comprises perfume in  $\frac{3}{4}$ oz (£3.60),  $\frac{1}{2}$ oz (£5.60) and 1oz (£9.60) bottles; purse perfume (£1.25), perfume spray mist in 1oz (£1.05) and 1.9oz (£1.70); creme perfume (£1.50), Cologne in 1oz (£0.95), 2oz (£1.50) and 4oz (£2.20), dusting powder (£1.70) and shaker talc (£0.85) (Prince Matchabelli, Victoria Road, London NW10).

### Bath additive on test

Aquasil, said to be the first bath additive on the British market to provide an effective deodorant for the user, is being test marketed in the Southern Television area.

The liquid product, presented in sachets (£0.09) and 180cc bottles (£0.75) is to be marketed as a "completely new kind of luxury bath that keeps the whole body sweet and fresh long after bathing" and is supported by a campaign equivalent to a national expenditure of over £100,000, including television and cinema advertising and door-to-door distribution of 10p off coupons redeemable against a full-size bottle (Ciba-Geigy (UK) Ltd, consumer products division, Simonsway, Manchester M22 5XB).

### New from Fabergé

Fleurs du Monde is a new floral bouquet perfume from Fabergé. The top note suggests roses and *jasmin*, accompanied by lavender and lilac overtones; the middle note gives an impression of *jasmin*, together with floral overtones of Ylang Ylang; and the lower note has a woody and mossy fragrance. The perfume is in 1oz (£14),  $\frac{1}{2}$ oz (£9.50) and  $\frac{1}{4}$ oz (£6) packs, the cartons decorated with a bouquet of flowers in a green vase. Similarly packed are the other items in the range: *parfum de toilette*, 4oz (£5), 2oz (£3) and also in aerosol, 3.5oz (£5) and 1.85oz (£3);



*predre pour le corps*, 10oz (£6.50) and soap, three tablets, 315g (£2.25).

Fabergé has acquired the rights to sell Zizanie preparations in the United Kingdom. The range has been extended to meet all a man's requirements. The perfume is a heady, modern-type, woody fragrance with a hint of citrus and leather. The range comprises: eau de toilette (sprinkler), 2oz (£2.50), 4oz (£4), 8oz (£6) and 16oz (£10). There are three packs of eau de toilette (spray), 2oz (£2.50), 4oz (£4) and 8oz (£6).

Après shave comes in 2oz (£2) and 4oz (£3). The range is completed with talc, 4oz (£1.25), aerosol crème shave, 5oz



(£1.50), aerosol anti-perspirant, 5oz (£1.50), hair spray, 5oz (£1.50) and soap, 6oz (£1) (Fabergé Inc, Ridgeway, Iwer, Bucks).

### Bath-time Tweed

Lentheric have introduced Tweed foaming bath oil (£1.20) as a replacement for bath foam. It is presented in a 100cc container and is described as an emollient bath additive which turns the water blue and after use makes the skin feel clean and soft (Lentheric Morny Ltd, 17 Old Bond Street, London W1X 4AY).

## PRESCRIPTION SPECIALITIES

### HEMINEVRIN syrup

**Manufacturer** Astra Chemicals Ltd, PO Box 117, King George's Avenue, Watford, Herts  
**Description** Syrup containing in 100mls chlor-methiazole edisylate 5g

**Indications** Anxiolytic for night and daytime sedation

**Dosage** Night sedation: 10mls on retiring. Daytime sedation: 5mls three times daily

**Precautions** Known to potentiate the phenothiazines and haloperidol. Effect with barbiturates and alcohol is additive

**Side effects** A tingling sensation in the nose and sneezing may occur some 5-10 minutes after administration. Conjunctival irritation and increase in bronchial secretions have also been noted in some cases

**Storage** Cool at 15°C

**Packs** Of 100mls (£0.60 trade), 500mls (£2.50)

**Supply restrictions** P1, S4B

**Issued** July 3, 1972

### SPRILON spray

**Manufacturer** Pharmacia (GB) Ltd, 75 Uxbridge Road, Ealing, London, W5 5SS

**Distributor** Farillon Ltd, Chesham Close, Romford, Essex

**Description** Aerosol canister containing in each 200g of spray dimethicone 1.2g (dimethicone 350 73 per cent, dimethicone 200 27 per cent), zinc oxide 14.4g, base to 60g (wool fat, wool alcohols, cetyl alcohol, dextran, liquid paraffin and water). Propellants to 200g (dichlorodifluoromethane and dichlorotetrafluoroethane)

**Indications** Protection of the skin from faeces and urine; as prophylactic against pressure sores; treatment of eczema, leg ulcers and spontaneous fissures

**Contraindications** Known lanolin sensitivity

**Method of use** Spray area from a distance of 20 cms for 2-3 seconds. The zinc oxide content clearly indicates the treated area.

**Notes** The spray forms a thin durable film which has healing and water repellent properties. It does not stop normal perspiration and transepidermal water loss

**Precautions** Protect the eyes from the spray  
**Pack** 200g aerosol (£0.70 trade)

**Issued** June 12, 1972

### HOUSE DUST MITE vaccine

**Manufacturer** Bencard, Great West Road, Brentford, Middlesex

**Description** Prick test: 2ml vials at a concentration of 1 per cent. Vaccine: With a maximum concentration of allergen of 0.1 per cent in the normal strength Number 3 vial. Proportions per cent indicate the weight of mite material in grams per 100mls of extracting fluid

**Indications** Treatment and diagnosis of house dust asthma and other allergic conditions caused by sensitivity to House Dust Mite

**Notes** The extract is prepared from mite bodies and excreta, *Dermatophagoides pteronyssinus* which are free from extraneous culture medium

**Packs** 2ml prick test (£2 trade), basic course of specific desensitising vaccines (£10), vial Number 3 (£7.90)

**Issued** June 1972

### Correction

The ingredients of Tri-Adcortyl Otic ointment are in Plastibase (a polyethylene and liquid petrolatum base) and not as mentioned in our June 3 issue.



## PROMOTIONS

### Transfers with Camberwick Green

In the latest promotion for Camberwick Green children's toothpaste, each pack contains a free Letraset transfer set. There are five different sets which can be collected, and these, when placed together make a 2ft "mural." The different scenes are freely assorted throughout each one dozen pack.

This consumer offer is now being sold to stockists in conjunction with a Pippin Fort counter merchandiser. Associated with this offer is a trade bonus, details of which are available from salesmen (Wright Layman & Umney Ltd, A member of the Sanitas group of companies, 43 Clapham Road London SW9).

### Alka-Seltzer's fuzz

A new commercial has been launched for Alka-Seltzer, based on the "fuzz" theme, which is said to have been firmly established in the consumer's mind by the cartoon series. The film ends with "Alka-Seltzer forget the Fuzz".

The product is also the subject of a series of four national posters, designed for the kitchen, which show a roast beef for England, a pheasant for Scotland, a salmon for Ireland and a boar's head for Wales (Miles Laboratories Ltd, Stoke Court, Stoke Poges, Bucks).

### US on Luxembourg

US herbal bath, aimed at both sexes in the younger age groups, is being advertised extensively on Radio Luxembourg until the middle of August (Johnson Wax Ltd, Frimley Green, Camberley, Surrey).

### Fam-lax advertising

Over 52 advertisements are planned to appear for Fam-lax in the *Daily Express*, *Daily Mail*, *Daily Mirror* and the *Sun*, reaching a circulation of over 156 million. There are also 125 advertisements scheduled for provincial papers and new display outers for both tubes and tins are available (Roberts Laboratories Ltd, Burnden Road, Bolton, Lancashire BL3 2RB).

### Femfresh offer

Femfresh is currently being boosted to the consumer with a "buy two, get one free" offer, which applies to all sizes of packs. Leaflets are available at point of sale



explaining that in exchange for the round plastic tops of the two caps and the cut-out from the leaflet, she will receive a coupon worth up to £0.28, redeemable against her following purchase of the deodorant. The offer closes on September 30 (Crookes Anestan Ltd, 1 Thane Road West, Nottingham).

### Thermos summer special

Thermos are offering a summertime special, consisting of three 18Q and seven 18 flasks plus one 18 flask free. In addition, display material is available, including a double crowner for both models and a window sticker, measuring 7in x 20in. The retailer is being given the freedom to choose the length of the promotion and the selling price (Thermos Ltd, Ongar Road, Brentwood, Essex).

### Baby feeding guide

*From Cradle Days to Family Meals*, the baby feeding guide, has been revised and expanded to contain 80 pages and cover both the Cow & Gate and Trufood ranges of baby food, totalling over 100 products.

The booklet includes many recipes appropriate to the different stages between birth and three years of age and emphasises the chemist as the reader's source of supply for the baby food.

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire  
Y = Yorkshire; Sc = Scotland; WW = Wales  
and West; So = South; NE = North-east; A =  
Anglia; U = Ulster; We = Westward; B =  
Border; G = Grampian; E = Eireann; CI =  
Channel Islands.

**Adorn:** All except E

**Alka-Seltzer:** All areas

**Anadin:** All except Sc, G, E

**Anne French cleansing milk:** Ln

**Anne French cream cleanser:** M

**Aquasil:** So

**Bisodol:** Ln

**Close-up:** All except E

**Cutex colour schemers:** Ln, M, Lc, Y, Sc

**Efferdent:** Ln, M, Lc, Y, Sc, WW, So, NE

**Elastoplast:** All except U, E

**Elnett Satin:** All except E, CI

**Erasmic:** Ln, Lc, Y, So, NE, A

**Fresh & Dry Alpine:** Y, WW

**Fresh & Dry with natural herbs:** All except E, CI

**Harmony protein plus:** All except E

**Immac:** All except Y, NE, E

**Light powder Arrid extra dry:** All except U, E

**Mum:** All except E, CI

**Polaroid sunglasses:** All areas

**Polaroid super swinger cameras:** All areas

**Q-tips cotton swabs:** Y

**Rennies:** All except U, E

**Right Guard:** All except E

**SR:** All except E

**Sunsilk shampoo:** All except E

**Sure:** All except E

**Tempo:** All except E

**US anti-perspirant:** All except U, E

**Vapona:** Ln, M, Lc, Y, Sc, WW, So, NE, A, B

**Vapona Spirelle:** So

**Wilkinson Sword blades:** All except E

**Yardley mini sprays:** All except E

## Special range for counter prescribing

"Of national importance"—that's how Roberts Laboratories see the retail pharmacist's role in the community, and why the company has decided to launch its new counter prescribing service, advertised in *C&D* last week.

While Roberts' range of "chemist only" pharmaceutical products has been available since July 1971, the decision has only recently been taken to promote the products nationally in a way in which they could provide the most benefit to patients, pharmacists and the Health Service.

The company believe that recent reports have clearly pointed out the need for the development of counter prescribing, among them:

□ The Health Services are overburdened resulting in overcrowded surgeries, frustrated patients and a monopoly of a considerable amount of doctors' time for the treatment of minor ailments, that can adequately be treated by the pharmacist.

□ The increasing number of health centres is creating a situation that makes the retail pharmacies more vulnerable. Specialities exclusive to the pharmacists can reduce this vulnerability.

□ An article in the *Practitioner* 1968 showed that during a two-day period, 21,000 customers had been served at the medicine counters of a sample of 20 pharmacies and, of those, 600 had specifically asked for advice on the treatment of various complaints.

The new products will be available in a compact, comprehensive display unit which enables the pharmacist to stock the total range in realistic quantities at a minimum investment, whilst the efficacy of each product is being established by patients.

The range, with active ingredients, comprises Pliafax laxative syrup and tablets (oxyphenisatin diacetate); Antagal antacid tablets and suspension (calcium and magnesium carbonates); Alquinax anti-diarrhoeal tablets and suspension (5, 7-dichlor-8-hydroxyquinoline); Themic throat and mouth lozenges (benzalkonium chloride) and Themic cough syrup (codeine phosphate, ephedrine hydrochloride and guaiphenesin).

Details of the concept and of each product will be provided in comprehensive literature which will be mailed to pharmacists in the UK. A comprehensive technical and product information service will be available at meetings held by trained representatives.

"Counter recommendation is indeed a rule to be developed to the benefit of the patient, the pharmacist and the Health Service," say Roberts Laboratories. "Our range, introduced in this way, provides the pharmacist with products which he can purchase in realistic quantities, and in which he can have every confidence to develop this role to the full."



# TRADE NEWS

## Price 'war' on diazepam?

Berk Pharmaceuticals Ltd, Station Road, Shalford, Surrey, have marked their new Atensine tablets (last week, p 771) down as follows: 2mg (250) £1.12, (1,000) £4.31; 5mg (250) £1.66, (1,000) £6.39 (trade prices).

The new prices were received too late for inclusion in this week's Price Service Supplement.

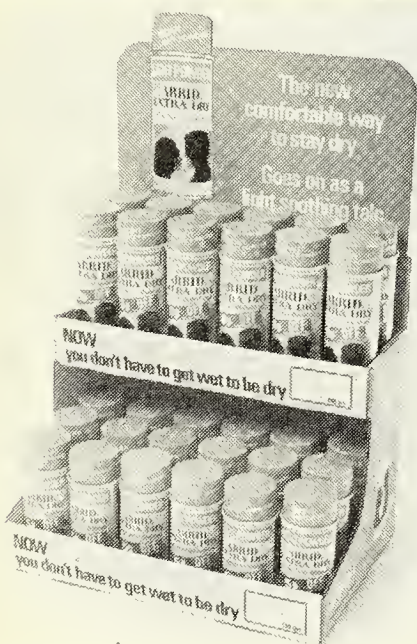
## Hexachlorophane—Cuticura exchanges

Cuticura Laboratories Ltd, Clivemont Road, Cordwallis Trading Estate, Maidenhead, Berks, are closing their offer to exchange hexachlorophane formulation Cuticura soap and talcum on June 16.

It is stressed that hexachlorophane formulation Cuticura soap and talcum will continue to be available for hospital use and for customers who have specifically indicated a need for this formulation.

## Vidor Vi-Paks

Crompton Parkinson Ltd, 50 Marefair, Northampton NN1 1NY, have introduced a range of battery multi-packs called Vidor Vi-Paks, which encompass the three most popular sizes of the brand's round-cell SP and HP. The packs, made of transparent cellulose film/polythene laminate, are recommended for self-service merchandising either from standard units or for dispensing from single and U-shaped pegs with the slot at one end of the pack.



The merchandising unit for Carter-Wallace's new antiperspirant, light powder Arrid extra dry, which is currently on bonus offer

## Yardley's ovoid design

Yardley of London Ltd, 33 Old Bond Street, London, W1, are to extend their new packaging to their entire range gradually over the next year.

The smokey grey, ovoid design, described as "spacial" and "jewel-like", first appeared with the introduction of Soul Shimmer lipsticks, and is completed by gold lettering and new outers in coffee, cream and grey.

## Combined tissue packs

Imperial Chemicals Industries Ltd, pharmaceutical division, Alderley Park, Macclesfield, Cheshire, have launched Mimette feminine hygiene tissues in packs of 20 (£0.30) which include six hand cleaning tissues free to the consumer. These are packed in counter display units of six cartons and are now being sold on special bonus terms.

## Capri Carnival

Woltz Italiana have introduced to their range of nail enamels (£0.24) "Mediterranean" shades, Amalfi (grape leaf green), Positano (sunshine yellow), Pompeii (lilac) and Sorrento (deep sky blue). Also new are Neretta (black) and Bianca (white). Supplies are available from Sales Affiliates Ltd, Barnet By-pass, Boreham Wood, Herts.

## Large Hedex

Sterling Health Products, Surbiton KT6 4PH, Surrey, are to introduce a new large size pack of Hedex (£0.23). The new size contains 24 tablets which will be blister packed. Hedex will continue to be available in the original handy pocket-sized pack of 16 tablets (£0.16).

## Distribution change

Vine's Biocrin Ltd, 111 Clarence Road, Lower Clapton, London E5 8EE, have taken over the manufacturing and distribution of the Eclipsol range of products for C. & A. Stokes Ltd, Bristol.

## pHisoDerm

The skin cleanser, pHisoDerm, (last week, p 770) has been introduced by Winthrop Pharmaceuticals and is available in 150cc bottles [corrected note].

## Swarfega wins award

The Royal Institute of Public Health & Hygiene has awarded Swarfega Antiseptic hand cleanser, manufactured by Deb Chemical Proprietaries Ltd, Forfar Works, Belper, Derbyshire, the Gold Seal of the Institute for a high standard of quality over a ten-year period and two other products Tot high active detergent and Treetop pine disinfectant the Silver Seal of the Institute for satisfactory quality over five-year periods.

## Farley's discontinue infant milk food

Farley's full cream infant milk food will be discontinued as from July 1.

The company, which is a subsidiary of Glaxo Laboratories Ltd, are to suggest to health authorities who previously used or recommended their milk food that they switch to Ostermilk 2 or Golden Ostermilk.

Golden Ostermilk is already quoted as an alternative to liquid milk on the Farley's Rusks, Farlene and Baby Rice car-

tons. Farleys say "this will mean even more sales for Ostermilk—already the market leader for the pharmacist".

## Additional Paddi pack

Robinson & Sons Ltd, Wheat Bridge Mills, Chesterfield, have added packs of 20 Paddi pads (£0.24) to their range, hitherto comprising 10s and 30s. As an introductory offer for the new size, retailers ordering not less than one case of 18 packs of 20 through his wholesaler will receive six free packs of 20 free.

## Chris'mas showrooms

Shulton (Great Britain) Ltd, at St Enoch's Hotel, Glasgow, June 19-23; Griffin Hotel, Leeds, June 26-30; Royal Turks Hotel, Newcastle, July 3-7; Castle Hotel, Norwich, July 3-7; Metropole Hotel, Brighton, July 10-14; Midland Hotel, Birmingham, July 10-14; Piccadilly Hotel, Manchester, July 17-21; Victoria Hotel, Cork, July 17-21; Hendon Hall Hotel, Hendon, July 31-August 4; and Clarence Hotel, Dublin, August 21-25.

UniChem Ltd at Metropole Hotel, Brighton, July 10-14; Brent Bridge Hotel, Hendon, August 8-10; and Cambridge Hotel, Edmonton, August 15-17. There will also be a permanent exhibition at the company's premises at Vulcan Way, New Addington, Croydon, for three weeks from August 21.

Fassett and Johnson at St Enoch's Hotel, Glasgow, June 19-22; Metropole Hotel, Leeds, June 26-29; Five Bridges Hotel, Gateshead, July 3-6; Metropole Hotel, Brighton, July 10-13; Imperial Hotel, Birmingham, July 10-13; Solway House, Aytoun Street, Manchester, July 17-20; Queens Hotel, Cardiff, July 17-20; and Hendon Hall Hotel, London, July 31-August 3.

David E. Benn, 38 Marlborough Avenue, Cheadle Hulme, Cheshire, SK8 7AW, has been appointed agent for chemists and stores for the north of England by French & Scott Ltd.

Christmas showrooms, displaying all his agencies, will be held at Griffin Hotel, Leeds, June 26-29; Royal Station Hotel, Newcastle-on-Tyne, July 3-6; Hotel Piccadilly, Manchester, July 17-20.

Agencies shown will include: Taylor of London Ltd, M. & R. Norton Ltd, R. G. Trevor Ltd, Colson & Kay Ltd, Vernon Powell Ltd, Pinnivics, French & Scott Ltd.

## Information wanted

The Editor would appreciate information on the following: Perfecto baby feeding bottles.

# Bonus offers

Fiona Sands Ltd, Queen's Way, Croydon CR9 4DL. Adagio foam bath. £4.20 per dozen (until June 30).

Carter-Wallace Ltd, Carteret products division, Wear Bay Road, Folkestone, Kent. Light powder Arrid extra dry. Discount of £1 on parcel consisting of 12 large containers and 24 small (until June 30).



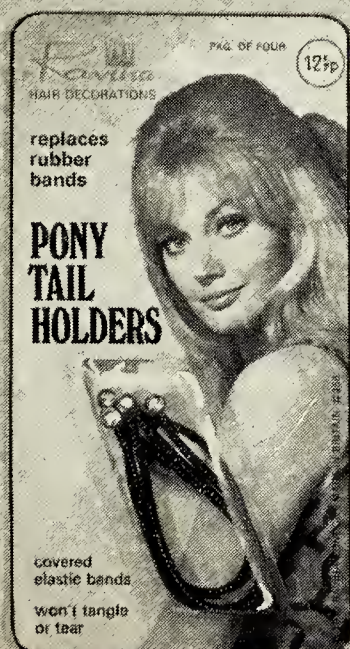
# Four ways to show a fancy profit.

Ravina's top selling Pony Tail Holder is now available with four different fancy ends. The same quality covered elastic is, in addition to the original gilt bobble end, now available in the four new styles shown opposite.

## PONY TAIL HOLDERS

come in a wide range of colours packed in see-through blister packs specially produced for self-service display or they may be sold direct from the eye-catching display outer.

Pony Tail Holders replace ugly rubber bands to hold the hair without tangling or tearing.



**Ravina**

HAIR DECORATIONS  
obtainable  
from your wholesaler

# 256  
the original Pony Tail Holder  
with gilt bobble end  
packed four in a blister  
RETAIL AT ONLY **12½p**



all the above packed on cards two in a blister



# Bath additives—a market changing the 'luxury' into the 'necessity'

A. F. L. Deeson MA, PhD, DSc

Broadly, bath preparations or "additives", as the manufacturers like to call them, can be divided into three main categories: bath cubes; bath salts, crystals and tonic salts; bath oils, essences, foams and bubble baths.

In Britain the total market, including Avon with over £1 million, is worth around £11 million at rsp, or £7 million rsp without the tonic salts. By British standards a fair-sized market, perhaps, but tiny when compared with that of some other countries.

In West Germany, for example, with a population about equal to ours, it is a huge £70 million rsp—almost entirely in liquids with sales of bath cubes and salts negligible.

After researching this market in 1970 it is not surprising that a year later Beecham purchased the German company Fischer and Fischer, who own Badedas and has trading agreements with manufacturers throughout the world for its products. (In the United Kingdom the trading agreement is with Cussons.)

## Traditional

In Britain, however, the traditional bath preparations market has been, for many years, in cubes and bath salts. Radox bath salts (Nicholas Products) increased their sales considerably about a decade ago, mainly as a result of the grocery outlets which now account for about 70 per cent of the turnover, with chemists taking only 30 per cent.

No doubt it was the success of Radox which led other manufacturers into cube and salt products a few years ago. But the imposition of purchase tax at 36½ per cent in 1968 virtually stopped the growth of the market and a number of new products were withdrawn.

Although the market recovered slowly a steady growth progress of cubes and salts has, however, not been fulfilled and, with the exception of one or two outstanding products, this particular sector is static or even in decline.

Most marketing authorities are now agreed that in the long term the higher priced cosmetic bath additives such as Badedas, Fenjal and Norsebad will show the greatest growth and offer the best returns both to manufacturers and retailers.

The fact that the whole area of bath preparations is still regarded as "luxury" in Britain is indicated by the considerable peaking of sales in the pre-Christmas period. In Germany the market is far

more sophisticated and bathing with foam (and thus without soap) is now an accepted way of life. Only Radox and Fynnon Salts currently have the same sales pattern in the United Kingdom and these are of course associated with health-giving properties.

The big question is how soon can the user of bath preparations in this country be converted to considering them a day-to-day necessity rather than a luxury. When manufacturers and retailers can achieve this desirable situation the market will have increased many times over. Obviously it will not be achieved overnight, but it will come about in due course and there will be a regular annual growth at the more expensive end of the market.

At the present time, sales of the cheaper salts, liquids and cubes appear to have a direct relationship to water supply: they soften the water and add perfume, so are distinctly more popular in hard water areas. The objective of the manufacturers of the more expensive preparations is to educate consumers to choose products that give them coloured and perfumed bath water which softens and moisturises the skin irrespective of the water supply.

Today there is a very wide spectrum of products, from the expensive cosmetic type of bath additives such as Badedas, with the bottom end of the market represented by Radox as a brand leader in this sector and Fynnon from Beecham.

Both these products are aimed at the older purchaser who wants relief from aches and pains, and the consumer profile for Fynnon is C1, C2 and D, with slightly more sales to women than men.

## Liquids

In 1971, because of the growing demand for liquid preparations, Beecham introduced Fynnon Spa liquid, which was supported with heavy consumer advertising. This support is being repeated in 1972 to the tune of £100,000, mostly in the women's popular Press. In April and May this year there were money-off consumer promotions. Today the Fynnon products sell about 60 per cent to chemists and 40 per cent to grocery outlets.

While there is obviously a need to make the luxury end of the bath preparation market a necessity it is significant that no one in this field advertised between January and March this year. Not, you may think, the best support for the chemist trying to spread his sales throughout the year!

Confirmation of the seasonal nature of this business comes from Fontarel who

manufacture the Omarin range of preparations, designed to put back the oils into the skin, which it softens and moisturises. They say that some 40 per cent of the sales of liquid additives are made pre-Christmas and last year, from mid-October to mid-December spent £40,000 on television advertising in the London, Southern and Granada areas. Chemists account for 80 per cent of sales with the remaining 20 per cent to departmental stores.

The latest figures (1971) for the percentage of users of bath additives who are women are:—

Salts	32
Cubes	23
Oils/liquids	21
Bubble baths	13

## Growth

Reckitt & Colman who manufacture Bathjoys cubes (brand leaders) and All Over Softly, a body shampoo, also believe that the major growth will come in the oils and liquids. Some manufacturers predict a 10-15 per cent per annum growth in liquids over the next five years. Cussons who manufacture not only Badedas but are "in cubes" with Imperial Leather hold this view although they also point out that the liquid market is slowly becoming overloaded with new products.

Certainly there have been quite a number in the last few months. US Herbal Bath (Johnsons Wax) has been on test for two years in the London and Southern TV areas but is now going national; Dioressence, a new foaming milk bath from Christian Dior, is being extensively sampled in chemist outlets.

The attraction of the newer products for the chemist is clear cut. First, they are a growth market. Second, their comparatively high retail prices offer reasonable margins. Third, they are still a chemists' market with only tiny percentages sold in hairdressers and departmental stores. Thus they are not subject to the price-cutting efforts of the grocery outlets—unlike the cheaper cubes and salts.

While the main buyers of bath preparations are women it is worth remembering there are some products—and sales—for children and men. For the former Matey, in liquid and powder form, is the only nationally-sold product.

Men's preparations are usually soap-derived and liquids or oils for the male are still relatively unexploited. Oriental Spice shower soap and Burley body soap are both popular, especially around Christmas.

Depth Charge, a bath-oil from Scott & Bowne, is both unisexual (and could be



# CHEMIST & DRUGGIST

## Price service

### CUMULATIVE AMENDMENTS JUNE QUARTERLY PRICE LIST

de prices are given per unit unless  
erwise stated. Bold upright figures  
4) in the retail column indicate the  
e is subject to resale price  
aintenance. Italic figures (0.14) is  
nufacturer's recommended price.  
nt upright figures (0.14) is a  
uggested guide.

Price advanced. *r* = Price reduced.

New entry. *d* = Delete.

Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
(1397 P de LL)			
gagne 1 oz	3.43dz	0.86dz	0.50
2½ oz	6.50dz	1.63dz	0.95
4 oz	11.65dz	2.91dz	1.70
8 oz	18.86dz	4.72dz	2.75
2 cc	3.08dz	0.77dz	0.45
4 cc	4.80dz	1.20dz	0.70
¼ oz	6.50dz	1.63dz	0.95
½ oz	14.74dz	3.69dz	2.15
1 oz	21.60dz	5.40dz	3.15
2 oz	36.00dz	9.00dz	5.25

FOR MEN (468 F)			
r shave lotion 110 cc	0.48	0.12	0.89
r shave lotion 110 cc	0.37	0.09	0.69
ing cream brushless			
tube	0.37	0.09	0.71
lather tube	0.37	0.09	0.71
l	0.51	0.12	0.95
et powder	0.33	0.08	0.61
et water 110 cc	1.35	0.32	2.50

211 Butler)			
nges	0.08	0.02	0.15
ment	0.08	0.02	0.15
MAC (1087 Roussel)			
reatment	0.80	0.20	TS
IO (1435 FS)			
n bath	5.16dz	1.29dz	0.80
.M. (1091 Rybar)			
ture 150 ml	2.25dz	0.56dz	0.33
(682 KCL)			
r shave No1	2.12dz	0.53dz	0.31
No2	3.42dz	0.85dz	0.50
electric shave	3.42dz	0.85dz	0.50
e cream			
No.1 brushless	1.37dz	0.34dz	0.20
No.2 brushless	2.05dz	0.51dz	0.30
No.1 lather	1.37dz	0.34dz	0.20
No.2 lather	2.05dz	0.51dz	0.30

aline (1091 Rybar)			
lation solution			
28 ml	2.20dz	..	0.27½*
IL (608 Hinders)			
les pair	1.92dz	0.24dz	
FRESH (105 BTD)			
n-up squares			
10 sachets	1.68dz	0.425dz	0.22
ECININ (1521 Pharm Dis)			
ade 1 oz	10.68dz	3.14dz	1.49 †s4B
ets 30	10.68dz	3.14dz	1.49 †s4B
ENT (145 Boehringer)			
ributors 501 Geigy)			
etric ampoules 5	1.40	..	..
AC (218 Calmic) entire entry			d

Trade £.p	Tax £.p	Retail £.p
AMBROSIUM (1547 AHF)		
honey spread ..	..	0.47
ANAROIDS (1091 Rybar)		
12 1.80dz	0.45dz	0.27
dp96 1.00		
ANIMALINTEX (1073 Robinson)		
poultice dressing		
(vet.) 10	2.624 (1½ dz)	0.656 (1½ dz)
ANKLE VIGGER (608 Hinders)		
ankle bandage No1 pair	7.20dz	..
natural pair	6.24dz	..
ANTOIN (311 C)		
20	0.10	0.03
ARDENA (60 Arden)		
bronze glo 712.00	..	0.85
covering cream 123.01	..	0.95
mask 108.99	..	1.60
powder 511.00	..	1.30
520.00	..	1.25
refill 514.00	..	1.70
sun control 713.00	..	1.20
traveller II case 956.00	..	2.25
wax depilatory set		
720.01	..	2.95
721.00	..	0.95

AROBBON (883 Nestles)			
powder 150 g	2.83dz	0.71dz	0.38
ASCON (311 C)			
tablets 20	0.10	0.03	0.18*
ASH (1556 Farillon)			
dental floss 12 yd	0.96dz	0.24dz	0.14
AURACET (1305 WB)			
eadrops 15 ml	0.16	0.04	0.28
BABY SAFE (1327 WSL)			
napkin pins (3)	6.00 (gross)	0.675 (gross)	0.07
BARMENE (793 MFL)			
pure yeast extract 3½oz	1.35dz	..	0.15
low sodium 3½oz	1.44dz	..	0.16
7oz	2.25dz	..	0.25
1lb	4.42dz	..	0.46
7lb	1.92	..	2.40
B.B.P. (1371 WDR) entire entry			d
B.B.P. (1615 BBP)			i
baby bibs pinafore	1.35dz	..	0.18
plastic	0.375dz	..	0.05
baby pants			
small or medium	0.525dz	..	0.06½
ex. large	0.625dz	..	0.07½
assorted colours large	0.50dz	..	0.06
elastic ex. large	0.60dz	..	0.07½
frilly			
plain	1.35dz	..	0.18
coloured	2.00dz	..	0.22½
embossed	2.00dz	..	0.22½
coloured	2.20dz	..	0.25
flowered	2.50dz	..	0.27½
potties	1.00dz	..	0.12½
soothers	0.75	..	0.04
(3 dz)			

BEECHAM'S (104 BP)			
pills	1.325dz	0.335dz	0.17
powders			
+ hot lemon 30	0.875	0.22	0.04½
(2½ dz)		(2½ dz)	
BITUPAL (1387 L of L)			
ointment tube	0.30	0.075	0.60
BLANCHARD'S (804 Martyn)			
pills 54	1.35dz	0.34dz	0.18
BLEASDALE'S (139 Bleasdale)			
antiseptic ointment			
25 g	0.50dz	0.125dz	
50 g	0.70dz	0.175dz	
bronchial emulsion			
100 ml	0.73dz	0.18dz	
250 ml	1.13dz	0.28dz	
500 ml	1.88dz	0.47dz	
chillie paste 50 g	0.74dz	0.185dz	
compound 25 ml	0.96dz	0.24dz	†DDI
50 ml	1.68dz	0.42dz	†DDI

		Trade £.p	Tax £.p	Retail £.p
coconut oil shampoo				
	100 ml	0.78dz	0.195dz	
zinc and castor oil cream				
	25 g	0.45dz	0.11dz	
	50 g	0.55dz	0.135dz	
	100 g	0.94dz	0.235dz	
BLOC-MEN (845 GM)				
emulsion		0.35	0.08	0.58
stick		0.30	0.08	0.50
BLUE GRASS (60 Arden)				
bath cubes	733.75	.. ..	..	0.90
bath mitt	743.75	.. ..	..	1.35
bath oil	766.82	.. ..	..	2.50
	766.00	.. ..	..	1.80
bath salts	762.75	.. ..	..	1.40
brilliantine	301.75	.. ..	..	0.70
deodorant liquid	724.90	.. ..	..	0.70
roll-on				
	731.00	.. ..	..	0.70
spray	722.75	.. ..	..	1.50
stick	729.00	.. ..	..	0.75
fluffy cream				
	730.00	.. ..	..	0.75
dusting powder	755.75	.. ..	..	0.80
	739.75	.. ..	..	1.20
oval	746.75	.. ..	..	1.70
round	754.75	.. ..	..	1.80
lightweight	744.75	.. ..	..	0.85
eau de parfum	800.38	.. ..	..	1.00
	800.37	.. ..	..	2.10
flower mist	800.20	.. ..	..	0.80
	800.32	.. ..	..	1.30
	800.21	.. ..	..	1.80
	800.23	.. ..	..	2.80
atomiser	800.22	.. ..	..	2.80
spray	800.46	.. ..	..	1.60
lightweight	800.56	.. ..	..	1.60
fluffy milk bath	741.75	.. ..	..	1.95
foaming beauty bath				
	769.75	.. ..	..	1.55
gift box	969.00	.. ..	..	4.95
	980.00	.. ..	..	6.95
de luxe	989.01	.. ..	..	29.00
hairspray	318.75	.. ..	..	1.15
hand lotion	347.75	.. ..	..	0.75
	347.71	.. ..	..	1.20
lightweight	347.55	.. ..	..	0.75
	347.85	.. ..	..	1.20
	347.95	.. ..	..	2.25
moisture bath	761.75	.. ..	..	1.75
perfumair	800.06	.. ..	..	1.90
perfume	800.41	.. ..	..	4.50
	800.42	.. ..	..	7.15
golden atomiser				
refill	800.48	.. ..	..	3.75
mist	800.34	.. ..	..	1.70
oil	800.35	.. ..	..	1.50
soap hand (1)	734.75	.. ..	..	0.45
(3)	749.75	.. ..	..	1.35
bath (1)	747.75	.. ..	..	0.70
(3)	748.75	.. ..	..	2.10
travel	752.75	.. ..	..	0.70
solid Cologne	825.01	.. ..	..	0.80
BODY BULK (793 MFL)				
3lb	1.02	.. ..	..	1.35
7lb	2.08	.. ..	..	2.77
BOUNCE (967 Petfoods)				
economy	1.61dz	0.25dz		0.18½
BOUQUET (576 PH)				
hand cream				
	4 oz	0.18	0.045	0.32
	8 oz	0.24	0.06	0.42
	500 ml	0.45	0.11	0.79
	21	1.20	0.30	2.10
BOURRASQUE (933 PLG)				
parfum de toilette				
	15 cc	.. ..	..	0.95
	50 cc	.. ..	..	1.85
	64	.. ..	..	3.10
	65	.. ..	..	4.50
	200 cc	.. ..	..	5.75
	66	.. ..	..	7.35
atomiser	90 cc	.. ..	..	7.35
refill	90 cc	.. ..	..	3.75

'Contac 400'  
for 12 months  
continuous profit!



Specify **Wellcome\*** Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent \*Trade Mark





		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
perfume					colour clear blushing gel				eau de Cologne			
trial size	1.0 cc	..	..	0.50	423.95	..	..	1.50	923.02	..	..	0.70
48	3.5 cc	..	..	1.85	bronzing gel	..	..	1.95	923.00	..	..	1.30
49	7 cc	..	..	3.10	422.97	..	..	1.85	925.00	..	..	1.60
50	10 cc	..	..	4.50	colour veil compact	..	..	0.75	933.00	..	..	0.75
51	15 cc	..	..	5.75	549.00	..	..	1.85	936.00	..	..	1.50
52	30 cc	..	..	9.50	refill	548.66	..	0.75	pre-electric shave lotion	..	..	1.20
BRADOSOL (262 CIBA)					550.00	..	..	0.75	916.00	..	..	1.20
lozenges	24	0.12	..	0.18	complexion clear	120.02	..	1.25	917.00	..	..	1.73
pack of 20				d	cream patter	780.00	..	2.50	932.02	..	..	0.65
BRAUN (1588 HG)					creme extraordinaire	125.01	..	2.30	shaving cream	905.00	..	0.80
hair dryer	HLD	9.41	1.66	12.00	125.02	..	..	3.90	foam	903.00	..	0.95
BRUMES (933 PLG)	HLD4	5.89	1.04	7.50	125.35	..	..	5.90	skin shield	904.99	..	1.20
parfum de toilette					118.01	..	..	0.85	soap hand	921.00	..	0.55
15 cc	..	..	..	0.95	eight hour cream	118.99	..	1.15	bath	922.00	..	0.80
50 cc	..	..	..	1.85	eyebrow brush	781.00	..	0.30	travel	921.23	..	0.80
100 cc	..	..	..	3.10	eyebrow pencil	373.00	..	0.40	talcum	909.02	..	0.55
200 cc	..	..	..	4.50	automatic	394.00	..	0.95	909.03	..	..	0.85
400 cc	..	..	..	5.75	refill	395.00	..	0.40	traveller II gift case	940.00	..	2.40
perfume	1.0 cc	..	..	0.50	eyelashes	398.00	..	1.70	weekender	323.00	..	1.75
3.5cc	..	..	..	1.85	extra thick	399.00	..	1.80	milky liquid cleanser			
7 cc	..	..	..	3.10	extra long	368.00	..	1.80	202.72	..	..	1.25
10 cc	..	..	..	4.50	full	384.00	..	1.80	202.81	..	..	2.60
15 cc	..	..	..	5.75	semi	383.00	..	1.65	202.55	..	..	0.85
30 cc	..	..	..	9.50	lower	382.00	..	1.65	202.80	..	..	1.45
BRUT (446 FI)					spikelet	385.00	..	1.80	moisture cream	103.01	..	0.90
deodorant stick	..	..	..	0.80	fixative	398.99	..	0.35	oil	209.55	..	0.70
BUNTY (234 Cartwright)					eyeliner brush	790.00	..	0.40	209.59	..	..	1.40
powder	tin	0.93dz	0.235dz	0.13½	eyeliner pencil	369.00	..	0.85	nail enamel cream			
soap	..	1.09dz	0.275dz	0.15½	refill	370.00	..	0.40	345.50	..	..	0.65
BUZZ OFF (252 Chelspa)					eyeliner cake	379.00	..	0.80	pearlized	345.51	..	0.80
liquid	35 cc	1.02dz	0.255dz	0.15	eye make-up remover	367.99	..	0.65	translucent	345.52	..	0.65
CADUM (280 CP)					eye shadow cake	381.00	..	0.80	basecoat	352.00	..	0.65
soap toilet	..	2.78	0.695	0.05½	cream	360.01	..	0.80	clear base	350.00	..	0.65
bath	..	(6 dz)	(6 dz)	0.08	creamy powder	377.00	..	1.20	top coat	351.00	..	0.65
CAFFEXEN (211 Butler)					377.00	..	..	1.20	lacquer remover	343.62	..	0.50
100 ml	0.155	0.04	0.27	shado III compact	364.02	..	..	1.50	orange skin food	113.01	..	0.85
C. A. M. (1091 Rybar)					shado wand	793.00	..	0.45	113.02	..	..	1.40
150 ml	1.80dz	0.45dz	0.27	eyebrow tweezers	774.00	..	..	1.25	113.04	..	..	2.35
CAMTHOL (620 Hooper)					faint blush	419.00	..	1.95	113.08	..	..	3.85
linctus	150 ml	0.095	0.025	0.30 †	fluffy cleansing cream	112.02	..	0.85	pat-a-creme	408.00	..	0.90
300 ml	0.165	0.0425	0.50 †	112.04	..	..	1.40	pore cream	115.28	..	..	0.70
CANOE (350 Dana)					112.08	..	..	2.35	puff for compacts			
Cologne	100cc	1.24	0.302	2.27	foundation, featherlight	403.00	..	0.90	784.00	..	..	0.15
220cc	2.06	0.502	3.77	gift box	982.00	..	2.75	782.00	..	..	0.25	
420cc	3.43	0.836	6.27	985.00	..	..	15.00	rouge cream	602.01	..	..	0.80
spray bath powder	196g	0.365	0.089	0.67	976.00	..	..	34.00	Seaqua			
talc	120g	0.45	0.11	0.82	966.00	..	..	5.25	moisture soap	686.00	..	0.75
CEREVON (218 Calmic)					955.01	..	..	2.25	sea bath foaming	684.06	..	1.75
tablets	100	..	..	d	994.00	..	..	31.00	sea dust	687.00	..	2.10
CHAPPIE (967 Petfoods)					983.00	..	..	8.50	spray	687.46	..	1.75
economy	1.26dz	0.20dz	0.14½	gloss over	620.00	..	..	0.65	sea emollient	681.06	..	2.35
CHARM (1327 WSL)					handkerchief tissues	777.00	..	0.30	sea fluff	685.22	..	1.75
hairpins polypak	2.90	(gross)	0.725	0.04	healing cream	102.02	..	0.90	sea gelee	680.99	..	1.50
CLAIROL (172 BMCL)					Illusion foundation	410.00	..	0.95	sea smooth lotion	683.06	..	2.10
Born Blond colourant	0.315	0.079	0.54	0.64	410.98	..	..	0.95	sea salts	688.06	..	2.10
lightener	0.373	0.093	0.64	411.00	..	..	2.35	sea splash	682.06	..	..	2.10
COBADEX (311 C)					invisible veil compact	552.00	..	0.85	sensitive skin cream			
ointment 0.5%	20 g	0.35	..	0.52½TS	powder with puff	524.00	..	2.50	106.01	..	..	0.85
1%	20 g	0.50	..	0.75 TS	400.00	..	..	1.25	106.02	..	..	1.40
COLGATE (280 CP)					leg tint	400.00	..	1.40	shampoo egg fluff	313.83	..	0.80
shave cream	..	1.54dz	0.385dz	0.19½	lipstick case gilt	658.E.O.	..	1.45	skin tonic gloss			
COOL (105 BTD)					660.E.O.	..	..	1.65	208.69	..	..	0.85
antiperspirant aerosol					refill	633.01	..	0.70	208.79	..	..	1.80
standard	2.45dz	0.615dz	0.32	liquid morning or	126.02	..	..	2.85	208.81	..	..	3.40
economy	3.065dz	0.77dz	0.40	night cream	794.00	..	..	1.00	lightweight	208.55	..	0.85
roll on	2.145dz	0.54dz	0.28	make-up brush	792.00	..	..	0.50	208.80	..	..	1.80
refill	1.765dz	0.445dz	0.23	796.00	..	..	1.50	soothing lotion	203.00	..	..	0.90
COW & GATE (307 C&G)					392.00	..	..	0.95	spatula	789.00	..	0.25
milk food					mascaretic	130.00	..	1.25	special astringent	201.59	..	0.95
full cream	454 g	3.79dz	..	0.36	refill	131.00	..	0.85	201.69	..	..	1.60
half cream	454 g	3.79dz	..	0.36	liquid morning or	126.02	..	2.85	special eye cream	361.01	..	0.90
humanised	454 g	3.81dz	..	0.36	make-up brush	794.00	..	1.00	special hormone cream			
C. T. A. (1091 Rybar)					792.00	..	..	0.50	121.01	..	..	2.15
28 ml	0.90dz	0.22dz	0.13	796.00	..	..	1.50	sun gelee	701.99	..	..	0.95
DECKERS (923 OG)					392.00	..	..	0.95	sunpruf cream	700.99	..	0.85
bay rum	5oz	0.10	0.025	0.18	mascaretic	130.00	..	1.25	transparent powder			
(distributors 1556 Farillon)					refill	131.00	..	0.85	503.00	..	..	1.75
DEPIXOL (779 Lundbeck)					mascaretic	388.00	..	1.30	compact	504.00	..	1.15
ampoules 20 mg/ml	10	8.00	2.00	†s4B	refill	389.00	..	0.95	refill	505.00	..	0.75
40 mg/2 ml	10	12.50	3.125	†s4B	men's				large	506.00	..	0.95
D. X. (608 Hinders)					after shave lotion	900.02	..	0.65	Ultra Amoretta	402.00	..	0.90
vaporiser insole	pair	3.36dz	0.36dz		900.00	..	..	1.20	veiled radiance	417.33	..	1.70
DYLON (816 Mayborn)					901.00	..	..	1.75	vitamin cream	117.01	..	0.95
cold fix sachet	..	..	..	0.03	sandalwood	902.02	..	0.65	117.02	..	..	1.60
curtain white sachet	..	..	..	0.06	900.11	..	..	1.20	117.04	..	..	2.65
bottle	..	..	..	0.22½	901.11	..	..	1.75	ENTROSALYL (311 C)			
paintex cold dye	..	..	..	0.08	gelee	907.00	..	0.65	tablets			
thickener carton	..	..	..	0.08	atomiser	924.00	..	0.95	standard	dp200	0.445	..
ELIZABETH ARDEN (60 Arden)					Classic Cologne	927.00	..	1.85	dp1000	1.47	..	..
anti-brown masque	114.01	..	..	1.15	deodorant cream	920.00	..	0.75	ERYTEX (211 Butler)			
astringent patter	770.00	..	..	2.50	liquid	919.00	..	0.75	ointment	jar	0.08	0.02
atomiser	788.00	..	..	0.95	roll-on	935.00	..	0.75	500g	0.50	..	0.75
Beauty Sleep	127.33	..	..	1.80	spray	918.00	..	1.50	tube			d
127.34	..	..	..	3.50					ESTOLAN (923 OG)			
127.35	..	..	..	5.90					tube	1.16dz	0.29dz	0.17
body cream	344.55	..	..	0.80					EUPHORAMIN (1091 Rybar)			
344.85	..	..	..	1.20								



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
YBAR (1091 Rybar)	150 ml	2.00dz	0.50dz	0.29	MELLOW BLOSSOMS (280 CP)	3.03	0.76	0.12	NU-DEAL (903 NPU)	1.20	0.08
EX-350 (1091 Rybar)	50	2.35dz	..	0.29%	soap	(3 dz)	(3 dz)		toilet rolls	(1½ dz)	
GUAL (1091 Rybar)	150 ml	3.60dz	0.90dz	0.52	MEMOIRE CHERIE (60 Arden)	..	..	0.95	NU-SOFT (903 NPU)	16	0.03
ICIN (930 P&B)	100	0.36	..	..	bath cubes (6)	733.84	..	1.95	hankies 3ply	(6 dz)	0.08
SH'N QUICK (903 NPU)	1000	1.40	..	..	bath oil 5 phials	766.84	..	1.70		(3 dz)	0.13
ansing pads	1.08	0.27	0.07%	..	bath salts	762.84	..	0.75	kitchen rolls	(2 dz)	0.09%
IVIN (1091 Rybar)	150 ml	2.70dz	0.67dz	0.39%	deodorant roll on	732.00	..	0.95	twin pack	(2 dz)	0.17
nic	250 ml	4.20dz	1.05dz	0.61%	dusting powder	744.84	..	0.90	tissues	(4 dz)	0.05%
DEN ROSE (1327 WSL)	2.85	0.715	0.04	..	puff puff	755.84	..	1.95	toilet rolls	(3 dz)	0.05
irgrips cushion-tipped	(gross)	(gross)	..	..	round with puff	754.84	..	2.30	flat packs	(4 dz)	0.05
NZ (593 Heinz)	1.064	..	0.05%	..	eau de parfum spray	809.38	..	1.10	PAL (967 Petfoods)	2.21dz	0.25%
ained foods	(2 dz)	..	..	..	809.37	..	2.30	economy	0.35dz	..	
innings and fruits	0.872	..	0.04%	..	flower mist	809.29	..	1.50	PALMOLIVE (280 CP)	2.42	0.22%
all other varieties	(2 dz)	..	..	..	spray	809.30	..	2.30	shampoo	(1½ dz)	0.605
all other varieties	1.064	..	0.05%	..	fluffy milk bath	809.46	..	1.80	regular, medicated	0.605	0.22%
ior foods	(2 dz)	..	..	..	foaming beauty bath	769.84	..	1.70	or herb	(1½ dz)	0.385dz
innings and fruits	0.872	..	0.04%	..	gift box	974.00	..	9.50	shave cream lather	1.54dz	0.385dz
all other varieties	(2 dz)	..	..	..	993.00	..	8.95	or brushless	2.16dz	0.54dz	
all other varieties	1.064	..	0.05%	..	hair spray	319.84	..	1.25	giant	1.70	0.425
ior foods	(2 dz)	..	..	..	hand lotion	357.64	..	0.85	shaving stick refill	(2 dz)	0.10%
innings and fruits	0.872	..	0.04%	..	357.55	..	0.85	soap, green	(4 dz)	0.10	
all other varieties	(2 dz)	..	..	..	357.85	..	1.35	bath	(4 dz)	0.855	
all other varieties	1.064	..	0.05%	..	moisture bath	761.84	..	1.90	family	(3 dz)	0.13
all other varieties	(2 dz)	..	..	..	perfumair	809.05	..	2.30	gold	(3 dz)	0.655
all other varieties	0.872	..	0.04%	..	perfume ½oz	809.41	..	5.00	bath	(3 dz)	0.10
all other varieties	(2 dz)	..	..	..	½oz	809.42	..	7.50	PAN (1614 Inter Pan)	3oz	0.67dz
all other varieties	1.26	..	0.06%	..	golden atomiser	809.47	..	5.50	instant dry shampoo	6oz	1.11dz
all other varieties	(2 dz)	..	..	..	refill	809.48	..	4.10	PASSIONNEMENT (1397 PdeLL)	3146	0.86dz
all other varieties	1.26	..	0.06%	..	mist	809.34	..	1.80	Cologne 1 oz	3141	6.50dz
all other varieties	(2 dz)	..	..	..	oil	809.35	..	1.65	2½ oz	3148	11.65dz
all other varieties	1.26	..	0.06%	..	soap hand	(1) 734.84	..	0.55	4 oz	3150	18.86dz
all other varieties	(2 dz)	..	..	..	(3) 749.84	..	1.65	8 oz	3150	18.86dz	
all other varieties	1.26	..	0.06%	..	bath	(1) 750.84	..	0.80	perfume 2 cc	3005	3.08dz
all other varieties	(2 dz)	..	..	..	(3) 751.84	..	2.40	4 cc	3163	4.80dz	
all other varieties	1.26	..	0.06%	..	travel	752.84	..	0.80	¼ oz	3159	6.50dz
all other varieties	(2 dz)	..	..	..	solid Cologne	828.01	..	0.85	½ oz	3053	14.74dz
all other varieties	1.26	..	0.06%	..	week ender	332.84	..	1.74	1 oz	3059	21.60dz
all other varieties	(2 dz)	..	..	..	MEROCET (838 Merrell)	150 ml	0.18	0.27	2 oz	3065	36.00dz
all other varieties	1.26	..	0.06%	..	solution	100 ml	..	..	PEDIGREE CHUM (967 Petfoods)	2.30dz	0.36dz
all other varieties	(2 dz)	..	..	..	solution	100 ml	..	..	economy	0.36dz	0.26%
all other varieties	1.26	..	0.06%	..	MIGRIL (208 BW)	10 x 10	3.44	..	PHISODERM (1599 Winthrop)	150 ml	0.34
all other varieties	(2 dz)	..	..	..	pack of 100	..	..	..	standard	1.895dz*	0.29dz
all other varieties	1.26	..	0.06%	..	MINOX (139 Bleasdale)	50 ml	1.15dz	..	large	* includes 0.30 dz bottle deposit	3.01dz*
all other varieties	(2 dz)	..	..	..	worm treatment	100 ml	1.58dz	..	PONDS (256 CPL)	* includes 0.30 dz bottle deposit	3.01dz*
all other varieties	1.26	..	0.06%	..	500 ml	0.55	..	..	lemon cold cream	42cc	2.02dz
all other varieties	(2 dz)	..	..	..	MONOTHEAMIN (413 Lilly)	500	..	..	90cc	3.24dz	0.82dz
all other varieties	1.26	..	0.06%	..	and Amytal pulvules "A"	..	..	..	PRAXILENE (1616 Lipha)	(distributors 276 C & C)	4.53
all other varieties	(2 dz)	..	..	..	MULSIVIN (1091 Rybar)	150 ml	1.80dz	0.45dz	capsules 100 mg	100	22.00
all other varieties	1.26	..	0.06%	..	500 ml	4.45dz	1.11dz	0.65	RABRO (1091 Rybar)	60	6.80dz
all other varieties	(2 dz)	..	..	..	MW (1145 Sirex)	2 oz	..	..	tablets	150	1.35
all other varieties	1.26	..	0.06%	..	eau de toilette	2 oz	..	..	R.A.H.C. (1091 Rybar)	25 g	1.40dz
all other varieties	(2 dz)	..	..	..	4 oz	..	..	..	ointment (vet.)	500 g	1.10
all other varieties	1.26	..	0.06%	..	7½ oz	..	..	..	RAVINA (1369 RM)	No.703	1.28dz
all other varieties	(2 dz)	..	..	..	atomiser 1 oz	..	..	..	Barrette oval	25 g	1.38dz
all other varieties	1.26	..	0.06%	..	¼ oz	..	..	..	R.B.C. (1091 Rybar)	500 g	0.97
all other varieties	(2 dz)	..	..	..	½ oz	..	..	..	25 g	1.38dz	0.34dz
all other varieties	1.26	..	0.06%	..	1 oz	..	..	..	500 g	0.97	0.24
all other varieties	(2 dz)	..	..	..	1 oz	..	..	..	REVLO (1052 Revlon)	4 oz	0.39
all other varieties	1.26	..	0.06%	..	"N" (1397 PdeLL)	3145	3.43dz	0.86dz	feminine hygiene spray	..	..
all other varieties	(2 dz)	..	..	..	Cologne 1 oz	3145	3.43dz	0.86dz	RIBENA (103 Beecham)	2.135dz*	0.33dz
all other varieties	1.26	..	0.06%	..	2½ oz	3140	6.50dz	1.63dz	standard	* includes 0.33 dz bottle deposit	2.875dz*
all other varieties	(2 dz)	..	..	..	4 oz	3125	11.65dz	2.91dz	large	* includes 0.30 dz bottle deposit	2.875dz*
all other varieties	1.26	..	0.06%	..	8 oz	3127	18.86dz	4.72dz	RYBAFERRIN (1091 Rybar)	75	1.80dz
all other varieties	(2 dz)	..	..	..	perfume 2 cc	3004	3.08dz	0.77dz	tablets	115 ml	1.10dz
all other varieties	1.26	..	0.06%	..	4 cc	3162	4.80dz	1.20dz	RYBAFORM (1091 Rybar)	2½ l	1.10
all other varieties	(2 dz)	..	..	..	¼ oz	3158	6.50dz	1.63dz	RYBAR (1091 Rybar)	60 g	1.00dz
all other varieties	1.26	..	0.06%	..	½ oz	3052	14.74dz	3.69dz	baby cream	tube	0.80dz
all other varieties	(2 dz)	..	..	..	1 oz	3058	21.60dz	5.40dz	cold sore lotion	110 ml	1.60dz
all other varieties	1.26	..	0.06%	..	2 oz	3064	36.00dz	9.00dz	dandruff lotion	150 ml	3.00dz
all other varieties	(2 dz)	..	..	..	NEO RYBAREX (1091 Rybar)	15 ml	3.00dz	..	diabetic linctus	15 ml	0.90dz
all other varieties	1.26	..	0.06%	..	15 ml	3.00dz	..	0.37%	ear drops	15 ml	1.08dz
all other varieties	(2 dz)	..	..	..	NEOVIT (1091 Rybar)	150 ml	1.70dz	0.42dz	eye drops	15 ml	0.88dz
all other varieties	1.26	..	0.06%	..	250 ml	2.35dz	0.59dz	0.34	eye lotion	60 ml	1.70dz
all other varieties	(2 dz)	..	..	..	NESTARGEL (883 Nestle)	100 g	3.45dz	0.87dz	greyhound tonic	250 ml	3.20dz
all other varieties	1.26	..	0.06%	..	NEUTRAPHYLLINE (311 C)	5	0.35	..	500 ml	3.20dz	0.80dz
all other varieties	(2 dz)	..	..	..	ampoules 3 ml	..	..	0.44	inhaler	10.20dz	..
all other varieties	1.26	..	0.06%	..	packs of 6	..	..	..	with mask	10.20dz	..
all other varieties	(2 dz)	..	..	..	NEZ (1091 Rybar)	15 ml	1.40dz	..	midget	8.40dz	..
all other varieties	1.26	..	0.06%	..	drops	15 ml	1.40dz	..	bottom cap	2.52dz	..
all other varieties	(2 dz)	..	..	..	spray	12	1.30dz	0.32dz	mask	2.52dz	..
all other varieties	1.26	..	0.06%	..	tablets	28 g	1.50dz	0.37dz	neck cap	2.65dz	..
all other varieties	(2 dz)	..	..	..	NO-DEL (1091 Rybar)	28 g	1.50dz	0.37dz	nylon filament	0.12dz	..
all other varieties	1.26	..	0.06%	..	NORLESTRIN (938 PD)	3 x 21	0.85	..	reservoir	2.10dz	..
all other varieties	(2 dz)	..	..	..	tablets	25 ml	0.90dz	0.22dz			
all other varieties	1.26	..	0.06%	..	NOSKEETO (1091 Rybar)	25 ml	0.90dz	0.22dz			
all other varieties	(2 dz)	..	..	..	N.P.U. (903 NPU)	hot water bottles	0.315	..			
all other varieties	1.26	..	0.06%	..	Cosy	0.655	..	0.98			
all other varieties	(2 dz)	..	..	..	De luxe	0.465	..	0.70			
all other varieties	1.26	..	0.06%	..	Everwarm	0.36	..	0.53			
all other varieties	(2 dz)	..	..	..	Meteor	0.40	..	0.60			
all other varieties	1.26	..	0.06%	..	Petal	0.40	..	0.60			
all other varieties	(2 dz)	..	..	..	Superheat	0.44	..	0.66			
all other varieties	1.26	..	0.06%	..	Twinheat	0.415	..	0.62			
all other varieties	(2 dz)	..	..	..	Vulcan	..	..	..			
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							
all other varieties	(2 dz)	..	..	..							
all other varieties	1.26	..	0.06%	..							



**"JUNE BONUS OFFERS"**

001 - SAUNA SOAP 5 doz. invoiced - 6 doz. sent . . . that's 12 free worth £3.36 retail!  
 0702 - VADEMECUM MOUTHWASH (20cc) 9 invoiced - 12 sent . . . that's 3 free worth 90p retail!  
 SAMSAR - Emery Boards/Orange Sticks/Hoof Sticks 12 of each of 4 sizes of emery boards 2 sizes of orange sticks + 12 hoof sticks free - worth £1.44 retail!

**PERL**

J. L. Perl Ltd  
 8 Esterbrooke Street  
 London SW1

SOLE UK DISTRIBUTORS FOR:  
 Sauna Toiletries · Lubin Perfumes  
 XZ Hair Nutrient · Scherk Face Lotion  
 Samsar Manicure Implements  
 and the genuine  
 Diamon-Deb, Kurlash and Twizzors

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
rubber bulb	2.70dz	..	0.34	J3.6	..	..	4.30	shampoo	sachet	0.67	0.17	0.05
rubber bush	0.12dz	..	0.02	J5.7	..	..	5.80		bottle	(2 dz)	(2 dz)	0.35
stopper cap	0.48dz	..	0.06		..	..	6.51	WELL COME (208 BW)				
syphon tube-ball	0.90dz	..	0.11		..	..	0.81	aspirin tablets 300mg				
standard plastic	1.62dz	..	0.20		..	..	5.20	25				
glass	0.90dz	..	0.11	IJ10	..	..	5.98	stibophen injection bottle				
washers (1 or s)	0.12dz	..	0.02	IJ12	..	..	5.67	50 ml				
iodine pencil	0.65dz	0.16dz	0.09½	IJR10	..	..	6.25	tetanus antitoxin 10,000 iu/2 ml				
mange remedy 115 ml	1.00dz	..	0.12½	IJR12	..	..	6.00	5	2.50	..	..	3.75
ointment (vet) 25 g	1.40dz	0.35dz	0.20½	API	..	..		single				
tonic tablets (dogs) 30	0.90dz	0.22dz	0.13		..	..		WELLDORM (1154 SNP)				
100	2.40dz	0.60dz	0.35	T10, TR1, TR3 series, TRX10, SA6.5				tablets 650 mg	30	3.12dz	..	0.39
inhaler special				TRD, TRF, TRC, TM2-10, ACC10				WENDY (1327 WSL)				
syphon tube-ball valve				ACC13	..	..	0.60	hairgrips	12	3.84	0.96	0.05
RYBAREX (1091 Rybar)				HF10, HF13, M10, M13	..	..	0.79		(gross)	(gross)		
15 ml	3.00dz	..	0.37½	bungs TRX10, TR1, TR3 series,				WILKINSON (1339 Wilkinson)				
100 ml	1.70	..	2.55	TM2-10	..	..	0.49	shaving soap aerosol				
115 ml				T10, SA6.5, ACC10, ACC13	..	..	0.54	175g	1.27	0.31	0.36	
RYBARVIN (1091 Rybar)				H10, H13	..	..	0.57		(½ dz)	(½ dz)		
15 ml	3.00dz	..	0.37½	M10, M13, M16, M19	..	..	1.13	sword blades				
100 ml	1.70	..	2.55	TRD, TRF, TRC	..	..	1.07	self service card (5)	6.82	1.71	0.24	
115 ml				plastic liners for ice jar	..	..	0.54		(50 pkts)	(50 pkts)		
RYBRONSOL (1091 Rybar)				rubber seals	..	..	0.20	WOOD NYMPH (412 Elida Gibbs)				
12	1.35dz	0.34dz	0.20	tongs	..	..	0.38	hair colourant	3.465dz	0.865dz	0.49	
RYMEL (1091 Rybar)				TOGAL (533 Grabowski)				XANADU (446 FI)				
150 ml	1.08dz	0.27dz	0.15½	tablets	42	2.10dz	0.52dz	antiperspirant spray	..	..	..	0.60
RYOTIN (1091 Rybar)				TRI-ADCORTYL (1176 Squibb)				YANI (1091 Rybar)				
outfit (vet.)	..	2.16dz	0.54dz	otic ointment	10 g	0.65	..	suntan oil	55 ml	1.50dz	0.37dz	0.21
RYOTOL (1091 Rybar)				TRUST (103 Beecham)				112 ml	2.60dz	0.65dz	0.37	
15 ml	1.90dz	0.47dz	0.28	dog or cat tablets				cream	50 g	1.75dz	0.44dz	0.26
SAM (967 Petfoods)								YEASTREL (793 MFL)				
	3.09	0.49	0.06	TUCAL (252 Chelspa)				3½oz	1.29dz	..	..	0.14
SAVLON (649 ICI)				linctus	100 ml	2.36dz	0.59dz	7oz	1.98dz	..	..	0.22
babycare talc	240 g	1.85dz	0.46dz		40 oz	1.75	0.44	16oz	1.86dz	..	..	0.42
SINGLETONS (898 Northern)				lozenges	18	1.02dz	0.255dz					
eye ointment	0.12	0.03	0.22½		100	5.00dz	1.25dz					
SLEEPPIES (1327 WSL)				ULCEDAL (145 B)								
hair curlers	0.655dz	0.164dz	0.10	capsules 450mg	100	2.00						
STUART EDGAR (506 Gerhardt)				VAPONA (1155 S & N)								
nappy liners	50	1.76dz	..	Spirelle		11.04dz	..					
100	3.12dz	..	0.39	VELVA (60 Arden)								
SURE (412 Elida Gibbs)				cream								
antiperspirant economy	3.79dz	0.95dz	0.50		116.02	..	..					
SYLVIA (339 CG)					116.04	..	..					
sanitary towels				mask	116.08	..	..					
disposable tab ends	0.96dz	..	0.10		109.98	..	..					
TAR GARD (1213 T.G.)				moisture film	109.99	..	..					
anti smoking device	0.59	0.20	1.13		416.45	..	..					
TAZOLINE (1091 Rybar)					416.50	..	..					
40 g	1.28dz	0.32dz	0.18½	shampoo	416.52	..	..					
TETREX-PMT (171 BLL)				smooth lotion	306.99	..	..					
injection vial					205.83	..	..					
1.M. 350mg	0.50	..	0.75		205.91	..	..					
1.V. 350mg	0.50	..	0.75		205.95	..	..					
THEOPHEN (1091 Rybar)				VETZYME (978 PYP)								
50	2.75dz	0.69dz	0.40	powder	13½oz	4.45dz	..					
500	1.70	0.42	2.99		3lb	1.17	..					
retard	50	2.75dz	0.81dz		7lb	2.40	..					
500	1.70	0.50	3.50		13lb	4.20	..					
TIGER (1613 HPL)				WELLA (1318 Wella)								
vacuum				for men existing entry								
flasks				for men								
TR3-10	..	..	3.98	hairdressing medicated	2.96dz	0.76dz	0.44					
CTR3-10	..	..	3.98	non greasy liquid	2.96dz	0.76dz	0.44					
TRS10	..	..	5.76	hairspray	0.35	0.09	0.61					
TRX10	..	..	4.25									
TM2-10	..	..	4.25									
SA6.5	..	..	4.86									
T10	..	..	5.17									
C/T10	..	..	4.99									
TRD10	..	..	5.98									
TRF10	..	..	5.51									
TRC10	..	..	5.98									
HF10	..	..	6.90									
ACC13	..	..	7.50									
M10	..	..	6.99									
M13	..	..	7.94									
M16	..	..	8.42									
M19	..	..	9.18									
MP19	..	..	12.12									
dualator	TR3-10	..	4.60									
refills												
TRX10, TR3 series, T10, TR1, TRD,												
TRF, TRC, ACC10	..	..	1.90									
TM2-10	..	..	2.00									
SA6.5	..	..	1.80									
H10, M10	..	..	2.05									
H13, M13, ACC13	..	..	2.20									
M16	..	..	2.34									
M10	..	..	2.46									
IJ10	..	..	2.15									
IJ12	..	..	2.35									
IJR10	..	..	2.85									
IJR12	..	..	3.10									
J1.8	..	..	3.30									

THIS WEEK'S CHANGES												
	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
ALL FOURS (488 Fylde)												
(distributors 234 Cartwright)												
ALQUINAX (1068 Roberts)												
suspension	150 ml	3.40dz	..				0.44					
tablets	25	2.63dz	..				0.34					
AMBRAY (617 Holloway)												
bath crystals	X.61	4.00dz	1.00dz				0.58½					
bath cubes	X.15	0.74dz	0.185dz				0.11					
bath sparkle	X.36	3.00dz	0.75dz				0.42					
bubble baths												
Bill McBubble	X.29	1.94dz	0.485dz				0.28½					
Drummer boy	X.27	1.46dz	0.365dz				0.21½					
faceted	X.71	2.66dz	0.665dz				0.39					
floral	X.15	0.74dz	0.185dz				0.11					
framed	X.55	2.66dz	0.665dz				0.39					
Gaiety girl	X.46	5.00dz	1.25dz				0.73					
globes	X.42	1.46dz	0.365dz				0.21½					
trio pack	X.57	4.40dz	1.10dz				0.64½					
gold-topped	X.49	1.27dz	0.32dz				0.18½					
boxed	X.52	3.27dz	0.82dz				0.48					
Grecian	X.66	6.67dz	1.67dz				0.97½					

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
icicles	X.62						
miniatures-twinpacks	X.63	3.34dz	0.835dz				0.49
foursome	X.65	6.00dz	1.50dz				0.87½
swirl	X.43	2.33dz	0.58dz				0.34
teardrop	X.53	2.33dz	0.58dz				0.34
bubble bath angels	X.72	1.46dz	0.365dz				0.21½
talc							
snowman	X.22	1.16dz	0.29dz				0.17
AMBROSIIUM (1547 AHF)							
tranquil	small	0.21	0.055				0.37½
	medium	0.37	0.095				0.70
	large	0.54	0.135				1.00
AMN-I-DENT (1178 Stafford)							
toothpaste	standard	1.095dz	0.275dz				0.14½
	large	1.57dz	0.395dz				0.20½
AMOVON (44 Amovon)							
corn caps	..	0.06	0.015				0.10½
paste	..	0.045	0.0135				0.08
	..	0.067	0.0166				0.12

**THIS WEEK'S CHANGES**

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
ALL FOURS (488 Fylde)					icicles	X.62	3.00dz	0.75dz	0.42
(distributors 234 Cartwright)				i	miniatures-twinpacks	X.63	3.34dz	0.835dz	0.49
ALQUINAX (1068 Roberts)				•					
suspension	150 ml	3.40dz	..	0.44	foursome	X.65	6.00dz	1.50dz	0.87½
tablets	25	2.63dz	..	0.34		X.43	2.33dz	0.58dz	0.34
AMBRAY (617 Holloway)				i	swirl	X.43	2.33dz	0.58dz	0.34
bath crystals	X.61	4.00dz	1.00dz	0.58½	teardrop	X.53	2.33dz	0.58dz	0.34
bath cubes	X.15	0.74dz	0.185dz	0.11	bubbie bath angels	X.72	1.46dz	0.365dz	0.21½
bath sparkle	X.36	3.00dz	0.75dz	0.42	talc				
bubble baths					snowman	X.22	1.16dz	0.29dz	0.17
Bill McBubble	X.29	1.94dz	0.485dz	0.28½	AMBROSIOUS (1547 AHF)				
Drummer boy	X.27	1.46dz	0.365dz	0.21½	tranquil	small	0.21	0.055	0.37½
facetted	X.71	2.66dz	0.665dz	0.39		medium	0.37	0.095	0.70
floral	X.15	0.74dz	0.185dz	0.11		large	0.54	0.135	1.00
framed	X.55	2.66dz	0.665dz	0.39	AMA'-I-DENT (1178 Stafford)				
Gaiety girl	X.46	5.00dz	1.25dz	0.73	toothpaste	standard	1.095dz	0.275dz	0.14½
globes	X.42	1.46dz	0.365dz	0.21½		large	1.57dz	0.395dz	0.20½
trio pack	X.57	4.40dz	1.10dz	0.64½	AMOYON (44 Amoyon)				i
gold-topped	X.49	1.27dz	0.32dz	0.18½	corn caps	..	0.06	0.015	0.10½
boxed	X.52	3.27dz	0.82dz	0.48	paste	..	0.045	0.0135	0.08
Grecian	X.66	6.67dz	1.67dz	0.97½		..	0.067	0.0166	0.12



ment to Chemist & Druggist June 10, 1972												5
	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
ONE (1545 Vestric)				DIOVOL (1441 Wallace)				LENTHERIC (1574 LM)				
entry			<i>d</i>	suspension 16 oz	0.56	0.14		Tweed				
				tablets 50	0.27	0.07		foaming bath oil				
AL (1068 Roberts)			•	250	1.23	0.31		100 cc	..	..	1.20 •	
sion 150 ml	1.94dz	0.48dz	0.29	forte 100	1.16	0.29						
48	1.73dz	0.43dz	0.26					LOREXANE (649 ICI)			<i>i</i>	
N (227 Erba)				DRURYS (1618 BFL)			<i>i</i>	antiseptic cream (vet.)	100 g	0.12	0.03	
semolina 200 g	0.30	..	0.45 <i>a</i>	infants' soothing mixture	0.10	0.025	0.15	500 g	0.58	0.145	0.84½	
					0.23	0.06	0.34	cream 1%	50 g	0.115	0.20½	
TL (1279 V of M)			<i>i</i>	ECLIPSOL (1282 VB)			<i>i</i>	LOTEX (534 GT)			<i>i</i>	
w brush 222	..	..	0.30	hair grower forc	1.40dz	0.35dz	0.25	skin cream	56 ml	0.075	0.019	
n grower 777	..	..	0.40	pine tar shampoo	0.75dz	0.187dz	0.12	112 ml	0.115	0.028	0.14	
hes 611	..	..	0.90	prescription 483	1.40dz	0.35dz	0.25				0.22	
er liquid				EMBROLIN (488 Fylde)				MALATEX (901 Norton)			•	
lar 490	..	..	0.48	(distributors 234 Cartwright)			<i>i</i>	cream jar 100 g	0.60			
1 490N	..	..	0.48	ENTREX (680 Kalium)				tube 125 g	0.75			
sh 110	..	..	0.30	powder	0.72dz	0.18dz	0.13 <i>r</i>	lotion 500 ml	0.75			
ake-up remover					1.32dz	0.33dz	0.20					
260	..	..	0.25		2.52dz	0.63dz	0.41					
290	..	..	0.48	liquid 1 oz	0.96dz	0.24dz	0.16	MARY QUANT (876 MP)				
ncil				EYLURE (443 Eylure)				Soft Scrub	6.29dz	1.572dz	0.96 •	
alar 555	..	..	0.20	fashion lashes				MEDICA (716 Krups)			<i>i</i>	
rl 755	..	..	0.20	soft points	5.05dz	1.23dz	0.75 •	bathroom scales	..	..	2.32	
penner 520	..	..	0.25	FABULO (554 Haetam)			<i>i</i>	MEL ROSE (1069 R&SL)			<i>i</i>	
sharpening 999	..	..	0.48	hair rollers				skin tablets	..	0.54dz	0.135dz	
refill 999R	..	..	0.25	No.00 10	0.80dz	0.20dz		MIMETTE (75 Avlex)				
adow cream 225	..	..	0.48	No.1 8	0.80dz	0.20dz		(distributors 649 ICI)				
powder 160	..	..	0.55	No.2 6	0.80dz	0.20dz		sachets 20	2.12dz	0.53dz	0.30 •	
stick 640	..	..	0.35	No.3 4	0.80dz	0.20dz		MINERS (876 MP)				
pearl 640N	..	..	0.35	new style large 4	0.70dz	0.175dz		roll on foundation	2.17dz	0.545dz	0.32 •	
a trial 220	..	..	0.25	ex.large 3	0.70dz	0.175dz		water colour eye shadows	1.10dz	0.275dz	0.16	
large 335	..	..	0.40	nail brushes				MORR MEL (1545 Vestric)				
refill 335 R	..	..	0.25	penguin	1.25dz	0.315dz		ointment 250 g			<i>d</i>	
brush-on 270	..	..	0.70	swan shape	1.00dz	0.25dz		MOTHER SEIGELS (727 Lane)			<i>i</i>	
refill 370	..	..	0.35	nylon combs				syrup 53 ml	0.12	0.03	0.20	
E (117 BPL)				dressing	0.50dz	0.125dz		NATROSLIM (1617 Angel)			<i>i</i>	
tric sachets 25	0.24	0.06	0.42 <i>a</i>	pocket 5 in	0.30dz	0.075dz			1.65	..	2.48	
sion 300 ml	0.73	0.18	1.27	5½ in	0.34dz	0.085dz		NATUVAC (40 Allinson)			<i>i</i>	
250 mg 12	0.18	0.05	0.32	styling	0.40dz	0.10dz		herbal laxative 300 g	0.51	0.155	0.92	
dp 100	1.23	0.31	2.15	tail	0.38dz	0.095dz		NAVIGATOR (338 Cussons)			<i>i</i>	
50 mg dp 100	0.53	0.13	0.92	FAMLAX (1068 Roberts)				shaving stick refill	..	0.536dz	0.139dz	
NE (117 BPL)			•	tablets large	1.35dz	0.34dz	0.20 <i>a</i>	NEYDHARTING (1617 Angel)			<i>i</i>	
2 mg 250	1.28	..	1.92 †s4B	FERROL (573 JH)			<i>i</i>	moor-oeat bath	1.60	0.40	2.82	
1000	4.93	..	7.39 †s4B	compound 170.4 ml	3.15dz	0.787dz	0.45 †	NORVIC (902 Norvic)			<i>i</i>	
5 mg 250	1.90	..	2.85 †s4B	454 ml	6.25dz	1.5625dz	0.89 †	electric blankets				
1000	7.30	..	10.95 †s4B	FIERY JACK (488 Fylde)				Carnation quilt				
AMBROSIMUM (1547 AHF)			<i>i</i>	(distributors 234 Cartwright)			<i>i</i>	60 x 30	..	..	8.75	
small 0.21	0.055		0.37½	FLOWERDELLS (469 Flowerdells)			<i>i</i>	60 x 48	..	..	11.25	
medium 0.37	0.095		0.70	worm treatment				Ferndown 60 x 32	..	..	6.69	
large 0.54	0.135		1.00	tablets 50	0.10	0.025	0.18	60 x 46	..	..	8.75	
491 Cuticura)				100	0.14	0.035	0.25	Heatherdown 50 x 43	..	..	6.26	
, mint and coffee	1.08	..	1.44 <i>a</i>	300	0.36	0.09	0.63	Heather quilt 48 x 44	..	..	8.75	
ONE (488 Fylde)				1000	1.00	0.25	1.75	NOVA (716 Krups)			<i>i</i>	
tributors 234 Cartwright)			<i>i</i>	2000	1.68	0.42	2.94	bathroom scales	..	..	3.80	
(727 Lane)			<i>i</i>	GARDALL (265 JC&Co)			<i>i</i>	NUDIT (596 HR)				
s' foot lotion 14 g	0.15	0.04	0.26	antiseptic 227.3 ml	0.85dz	0.212dz	0.12	hair remover				
40 g	0.12	0.03	0.20	568.2 ml	1.80dz	0.45dz	0.26½	rinse-off spray	..	..	1.55 •	
100 g	0.18	0.045	0.31	4.546 l	8.80dz	2.20dz	1.28½	NULACIN (113 Bencard)			<i>i</i>	
N (938 PD)				GARLISOL (135 TB)				tablets 25	0.12	0.03	0.21	
torant 125 ml	2.10dz	0.54dz	0.31 †s7c	ointment 90 g	0.20	0.05	0.35½c	OLBAS (727 Lane)			<i>i</i>	
n codeine 125 ml	0.20	0.05	0.35 †s7DDI	GARRIGOS (148 Bonscarle)			<i>i</i>	oil 10 ml	0.17	0.04	0.27	
INA (824 MCP)				fruit compounds				28 ml	0.385	0.095	0.66	
of 50 and 250 tablets			<i>d</i>	apple, apricot, banana,				pocket inhaler	0.22	0.055	0.38	
S (135 TB)				lemon, orange, peach,				ORABASE (1176 Squibb)			<i>i</i>	
hazel cream 100 g	0.21	0.05	0.38 <i>c</i>	pear 1 k	4.30dz			paste 15 g	0.17	0.045	0.26	
RRNIAN POPPY (1102 Sanitas)			<i>i</i>	blackberry, blackcurrant,				80 g	0.55	0.14	0.83	
ne trial 0.845dz	0.210dz		0.125	sweet cherry, raspberry, red				ORAHESSIVE (1176 Squibb)			<i>i</i>	
ne standard 1.255dz	0.315dz		0.18	currant 1 k	4.65dz			powder 15 g	0.27	0.07	0.41	
ned Cologne ..	2.25dz	0.56dz	0.33	win concentrates				PAYNOCIL (113 Bencard)				
a powder ..	1.12dz	0.28dz	0.16	red, white, rose 1 k	7.60	(2 dz)		tablets 18	0.08	0.02	0.14 <i>i</i>	
(1010 P&G)				sherry, port, muscat	1 k	7.50		junior 20	0.05	0.01	0.09	
bath	3.38	0.82	0.10 <i>a</i>	wine bases 1 k	3.00	(½ dz)		PEDIGLEEM (101 Beautisales)			<i>i</i>	
ONIA (1618 BFL)			<i>i</i>	GOMAXINE (1059 Riddell)			<i>i</i>	spray tonic 141 g	0.36	0.09	0.63	
	0.09	0.025	0.14	cream 40 g	0.08	0.02	0.15	PEGINA (1417 Coraline)			<i>a</i>	
	0.155	0.04	0.24	GONNE (727 Lane)			<i>i</i>	indigestion mixture	0.28	0.07	0.42	
MA (1441 Wallace)			†s4B/	rheumatic balm 35 g	0.12	0.03	0.21	PENIDURAL (1352 Wyeth)			<i>a</i>	
ound 250	0.38	0.10	†s4B	100 g	0.22	0.055	0.37	injections				
(727 Lane)			<i>i</i>	HEAVEN SENT (596 HR)				all purpose vial	1.2 mu	0.21	..	
s 95	0.17	0.045	0.29	perfume mist 1 oz 4011	..	..	0.60 •	long-acting vial 10 ml	0.69	..	TS	
180	0.26	0.065	0.46	4 oz 4018	..	..	2.00	PERUTZ (1136 Silber)			<i>i</i>	
BS (727 Lane)			<i>i</i>	HEDEX (1190 SHP)				cine film standard 8				
s 95	0.17	0.045	0.29	tablets 24	2.21dz	..	0.23 •	black and white U27, U21			1.33	
180	0.26	0.065	0.46	HEEMEX (727 Lane)			<i>i</i>	Penichrome super 8	..	..	1.68	
N (387 DBMP)				pile ointment 28 g	0.11	0.03	0.20	colour reversal	..	..		
r cream tube	0.19	0.05	0.30 <i>i</i>	JAFFACRUSH (152 Bovril)				standard 8 CUS 88	..	..	1.40	
IN (727 Lane)			<i>i</i>	25 oz	1.37dz	0.25dz		colour negative film				
INOL (727 Lane)				JAFFAJUICE (152 Bovril)				126 12 exp	..	..	0.47½	
100	0.57	0.145	0.98	25 oz	2.15dz	0.39dz		20 exp	..	..	0.59	
UP (412 Elida-Gibbs)				JOHNSONS (44 Amovon)			<i>i</i>	135 20 exp	..	..	0.54	
paste economy 2.24dz	0.56dz		0.29 •	liniment ..	0.12	0.03	0.20	36 exp	..	..	1.63	
CURE (1618 BFL)			<i>i</i>	XX oils ..	0.215	0.054	0.36	20 exp	..	..	1.12	
	0.155	0.04	0.24	..	0.09	0.023	0.15	120 20 exp	..	..	1.12	
X (534 GT)			<i>i</i>	..	0.15	0.037	0.25	PHILIPS (977 PE)				
SILK (412 Elida-Gibbs)				KALIUM (680 Kalium)			<i>i</i>	hair dryer hand	3.139	0.765	4.95 <i>r</i>	
conditioner				garlic tablets 40	1.32dz	0.33dz	0.19	PIPRICIDE (208 BW)				
away or brittle	0.35dz	0.09dz	0.04½•	100	2.28dz	0.57dz	0.37	(vet.) worm powder				
sachet 1.27dz	0.32dz		0.17	KAYKILL (1068 Roberts)				8 oz			<i>d</i>	
bottle 1.25dz				rodenticide drum No. 1	1.03dz	..	0.12½a	PLIAFAX (1068 Roberts)			•	
LINE (1068 Roberts)				No. 2	1.93dz	..	0.24	syrup 150 ml	2.24dz	..	0.29	
syrup small 1.24dz	0.31dz		0.18 <i>a</i>	bag No. 3	0.52	..	0.78	tablets 25	1.47dz	..	0.19	
large 2.41dz	0.60dz		0.34	No. 4	0.96	..	1.45	POMPADOOR (991 PLL)			<i>i</i>	
AL (614 Hoechst)			<i>d</i>	KEYBELLS (1068 Roberts)				lacquer sprays 90 cc	0.90dz	0.22		



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
<b>PRAXILENE</b> (1616 Lipha) (distributors 276 C&C) capsules 100 mg 100 4.53 1.14 7.93½c 500 22.00 5.50 38.50				<b>SETON</b> (1127 Seton) (distributors 93 BJ) leg drainage bag 2.50 (1½ dz) i male incontinence sheath 1.50 (1½ dz)				<b>THEMIC</b> (1068 Roberts) cough syrup 100 ml 2.86dz 0.72dz 0.43 lozenges 20 1.31dz .. .. 0.17			
<b>PRE-GARDALL</b> (265 JC&Co) antiseptic cleanser i 227.3 ml 1.35dz 0.337dz 0.18 568.2 ml 2.85dz 0.712dz 0.37 4.546 l 10.80dz 2.70dz 1.42½				<b>SHAMPOODLE</b> (680 Kalium) shampoo 4 oz 1.32dz 0.33dz 0.20 10 oz 2.64dz 0.66dz 0.43				<b>THOMSON'S</b> (992 P&C) slippery elm food malted or unmalted 6 oz 2.00dz .. .. 0.21 1 lb 3.68dz .. .. 0.38 2 lb 6.16dz .. .. 0.65			
<b>PRIESTLEYS</b> (1618 BFL) compound 0.09 0.025 0.14 i 0.155 0.04 0.24				<b>SHEER GENIUS</b> (813 MF) powder cream tube 0.281 0.069 0.49 i <b>SILCOT</b> (786 Macdonald) sanitary towels size 0 4.32 .. .. 0.16 a (3 dz) size 1 6.48 .. .. 0.18 (4 dz) size 1 (6) 2.67 .. .. 0.10 (3 dz) size 2 5.64 .. .. 0.20 (3 dz) size 3 4.26 .. .. 0.23 (2 dz) size 4 3.84 .. .. 0.28 (1½ dz)				<b>UNIFLOR</b> (53 A&B) tablets 1 g 0.15 0.04 0.26			
<b>PRINCESS</b> (716 Krups) bathroom scales .. .. 4.28 i				<b>SLIMPLICITY</b> (1246 Trent) herbal slimming aid 6.00dz 1.50dz 0.95 i <b>SOFRA TULLE</b> (1087 Russell) pieces 10 x 10 cm (10) 0.40 TSr <b>SOMBRERO</b> (532 Goya) cream tube 50 g 0.131 0.032 0.23 i <b>SOOTHENE</b> (727 Lane) antiseptic cream 28 g 0.11 0.03 0.20 <b>SPRILON</b> (1497 PGBL) (distributors 1556 Farillon) aerosol spray 200 g 0.70				<b>VALIUM</b> (1074 Roche) capsules 2 mg 100 0.62 .. .. 500 2.50 .. .. 5 mg 100 0.90 .. .. 500 3.70 .. .. tablets 2 mg 100 0.62 .. .. 500 2.50 .. .. 5 mg 100 0.90 .. .. 500 3.70 .. ..			
<b>RADIARAY</b> (608 Hinders) lamps infra-red/radiant heat No.101 4.52 .. .. 6.40 a 250w infra-red No.101 4.52 .. .. 6.40 450w infra-red No.101 4.72 .. .. 6.68 infra-red/radiant heat No.102 5.90 .. .. 8.35 250w infra-red No.102 5.90 .. .. 8.35 450w infra-red No.102 6.10 .. .. 8.63 infra-red/radiant heat No.103 5.90 .. .. 8.35 250w infra-red No.103 5.90 .. .. 8.35 450w infra-red No.103 6.10 .. .. 8.63 infra-red/radiant heat No.104 12.78 .. .. 18.08 250w infra-red No.104 12.78 .. .. 18.08 450w infra-red No.104 12.98 .. .. 18.36 replacement elements infra-red/radiant heat 1.02 .. .. 1.44 250w infra-red 1.02 .. .. 1.44 450w infra-red 1.26 .. .. 1.78				<b>SPRITE</b> (680 Kalium) 1 oz 0.72dz 0.18dz 0.14 4 oz 1.68dz 0.42dz 0.27 10 oz 3.12dz 0.78dz 0.47				<b>VEIL</b> (135 TB) cover cream 70 g 0.35 0.09 0.62 c <b>VIBRA</b> (721 LC) tonic bath .. 1.515dz 0.38dz 0.21 <b>WATERBURY'S</b> (721 LC) compound 16 oz 3.565dz 0.89dz 0.51 <b>WILLIAMS</b> (255 Chembro) Aqua Velva Ice Blue after shave 54 cc 2.83dz 0.71dz 0.41 108 cc 4.68dz 1.17dz 0.68 55 cc and 110 cc			
<b>RADWAY'S</b> (573 JH) ready relief 1.68dz 0.42dz 0.23 i				<b>SUNBEAM</b> (1199 Sunbeam) hair dryer Lady Sunbeam BH/D/1 4.87 1.22 7.71 floor stand BHDFS/1 1.38 0.16 2.00 hairstyler GHS/A 3.98 1.00 6.31 over blankets single GSB1/2 8.54 2.14 13.53 double GSDB1/2 9.77 2.44 15.46 double dual Gddb1/2 11.33 2.83 17.93 under blankets single GSU3/2 .. .. 7.71 double GDU3/2 .. .. 9.64 shavers International G10 7.93 1.98 12.55 Shavemaster XSM1000 10.38 2.60 16.44 SMT1 10.72 2.68 16.97				<b>WYN-O-THERM</b> (44 Amovon) menthol and wintergreen cream 0.09 0.023 0.15 <b>WYN-TARRH</b> (44 Amovon) snuff .. 0.07 0.018 0.12½ <b>XB</b> (988 Pollen) energy food tablets 28 g 0.75 .. .. 1.00 night cream 57 g 0.83 0.17 1.37 pollen and honey 157 g 1.24 0.26 2.10 425 g 0.45 .. .. 0.63 0.90 .. .. 1.25 special C tablets 0.75 .. .. 1.00 <b>ZIPCILLIN</b> (208 BW) tubes 300,000 i.u.			
<b>RENIPAS</b> (1046 Renipas) analgesic tablets 24 0.71dz 0.18dz 0.11 i				<b>TARCORTIN</b> (1178 Stafford) cream 15 g 2.31dz 0.58dz 0.33 a 30 g 3.745dz 0.935dz 0.54½				<b>AMENDMENTS TO KEY TO SUP PLIERS</b>			
<b>RHEUMALAX</b> (488 Fylde) (distributors 234 Cartwright) i				<b>TESTRONES</b> (137 Blakoe) 100 0.56 0.14 1.00 c				148 Bonscarle = R. E. Bonscarle & Sons Ltd, 15 Clifffords Inn. Fetter Lane, London EC4A 1AT. 01-405 1263			
<b>ROBERTS</b> (1068 Roberts) glycerine, lemon & honey 70 ml 0.86dz 0.22dz 0.12½a glycerine, lemon & ipecac 70 ml 0.86dz 0.22dz 0.12½ liquid paraffin 225 ml 1.15dz .. 0.13½c olive oil 71 ml 0.93dz .. 0.11 r white petroleum jelly 190 g 1.47dz .. 0.17½c				<b>TETRALYSAL</b> (227 Erba) injection I. M. 1 0.20 .. .. 0.30 TSa 20 3.55 .. .. 5.32 TS●				582 Haywood = J. H. Haywood Ltd, Abbey- field Road, Lenton Lane, Nottingham. 0602 862581			
<b>SALUBRIA</b> (135 TB) Himalayan nerve tonic tablets 150 5.76dz 1.44dz 0.84 i 250 9.00dz 2.25dz 1.32 500 16.40dz 4.10dz 2.40 1000 29.45dz 7.36dz 4.32								1617 Angel = Angel Pharmaceutical Services Ltd, 422 St John Street, London EC1V 4NJ. 01-837 5373			
<b>SANIDENT</b> (1232 T&R) denture cleaner .. 0.75dz 0.19dz 0.10½ .. 1.20dz 0.30dz 0.17								1618 BFL = Barclay Foods Ltd, Abbeyfield Road, Lenton Lane, Nottingham. 0602 862581			
<b>SENSODYNE</b> (1178 Stafford) toothpaste standard 2.04dz 0.51dz 0.28½a economy 3.06dz 0.765dz 0.41½											





Illustration courtesy Cussons, Sons & Co Ltd

displayed on a man's bar) and has year-round sales. Its stable mate is Fenjal, well established after nine years.

Some other successful products in the field generally include Rosedale herbal bath; Personality cream foam (repackaged last year); Elizabeth Arden's Seaqua; Roger & Gallet's vitaminised foam bath, Bain-Tonique; Estée Lauder's Azure; New Dew (Lenbrook Laboratories); Bath Beads (Mary Quant); and Bronnley's bubble bath.

On past experience, chemists can look for good television and Press support for All Over Softly, Badedas, Bathjoys, Fynnon, Radox and Norsebad.

#### Trends

The IPC Cosmetics and Toiletries Survey shows clearly the trends of the various products in this field. In 1968 41 per cent of their sample of women were using bath cubes; by 1970 the percentage had fallen to 24 per cent and by October 1971 to 23 per cent. Current users are slightly higher in the South-west, West and Midlands than other areas, with the smallest use in Scotland and the North.

On a "brand last used basis" Bathjoys were clear leaders with 22 per cent of the market, followed by Cussons (12 per cent) and Yardley (10 per cent). As compared with 1970 only Yardley has increased its brand share in the last year.

In 1968 32 per cent of women used bath salts, crystals and tonic salts. There was a slight drop away following the introduction of higher purchase tax but by 1971 the sales had recovered. The brand leader in this sector is Radox with 54 per cent.

Bath oils and essences were used by only 17 per cent of the sample in 1968

but by October 1971 this had risen to 21 per cent. On the sample basis, Avon was the clear leader with 42 per cent, followed by Boots own (9 per cent) and Johnsons with 8 per cent.

On the basis of the survey, bath foams and bubble baths seem to have stayed level, with notable sales peaks in the summer months. Brands most frequently used are Avon (22 per cent); Boots (13 per cent) and Goya (7 per cent). Although Matey is a child's product, 4 per cent of the sample used it for themselves.

Undoubtedly the "modern" bath preparations are the best prospects for the chemist, for the reasons already given. But we haven't yet reached the enviable situation of West Germany, where such products apparently sell themselves. To get an increasing share of this market it is necessary to display the products all year round and to actively sell them for what they are: beauty aids, which in due course women in this country will come to accept as necessities rather than luxuries.

## Pharmaceutical Society's new Fellows

The Pharmaceutical Society's panel of Fellows has designated the following members as fellows of the Society as from July 7, 1972.

*For distinction in the profession of pharmacy*

Robert Campbell Miller Dickson, Nottingham; Frank Goulding, Folkestone; Stanley James Hamer, Beckenham, Kent; Frederick Albert Hughes, Cuckfield, Sussex; Wilfred Lesley Jeffrey, London; Bernard Rees Jones, Warwick; Gilbert Harper Macdonald, London; Arthur Kenneth McIver, Barrow-in-Furness; John Maclean, Ayrshire; William Mott, Sheffield; John Richards, Pencoed, Glam; Kenneth Richard Rutter, Leeds; John Saville, York; James Alexander Smith, Crawley, Sussex; James Stewart, Glasgow and John Kenworthy Westerman, Greenford, Middlesex.

*Mr Rutter (right), immediate past chairman of NPU.*





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# COMMENT

## Autocracy never!

Last week's *British Medical Journal* in its first leading article and the first letter in its correspondence columns (see p 793), effectively and unashamedly antagonises all the allied health professions.

On the subject of postgraduate medical centres the writers insinuate that the centres are being polluted by the presence of "others"—that is other professions, and that the process is being aided by the Department of Health. No longer is the medical centre tearoom being kept as the exclusive "club" of the medical profession.

Those who persevere and read through the arrogant nonsense learn that: "It is becoming increasingly clear that such a union [between medical and allied professions] may be a disaster."

For whom the disaster then, we ask? Perhaps for the doctor who gains nothing from his ears except well deserved thumps through a stethoscope.

It is argued that "doctors are now having to compete with other disciplines, and hospital secretaries and matrons are trying to control the facilities available." And, "the situation is likely to deteriorate as a result of the Department of Health's policy." If increased liaison between the health professions is a "deterioration" then long may it continue.

### A lesson in co-operation

Giving no substantive evidence the editorial asserts: "Surely it is better to agree now that the educational interests of doctors and the other professions are totally different and can never coincide." That prompts the suggestion that if the doctor has not learnt the benefits of close co-operation with other members of the health team during his training, as should members of all the professions, it is time he did so and the postgraduate centre is the ideal place to do a bit of catching up.

Benefits to the medical profession arising from the centres are not in dispute; what is contested is the pseudo-elitism which attempts to maintain an artificial staff class system in our hospitals and elsewhere. Perhaps that anachronism deserves more attention during the re-organisation of the Health Service than it is getting.

And the comment is included in the *BMJ's* editorial: "There are obvious dangers that funds raised from chari-

ties and by private subscription for a postgraduate *medical* centre might become lost in a general fund." We would not support any initiative to disseminate, if that were possible, the finances of the existing centres. They have been contributed by the pharmaceutical industry, bodies such as the Nuffield Provincial Hospital Trust, the public, doctors, pharmacists and others. Coming from such a wide field it is justifiable to expect those monies to be utilised for the general further education of the health professions. And not, as may be the case, to provide creature comforts for one profession whose leaders attempt to be health autocrats.

## A successful double term

"All his concentrated experience, short though it may be in actual years, seems to have extended and developed his natural abilities to render him the right man in the right job at the right time of that function."

That quotation taken from the *C&D*, October 24, 1964, p 429, is just as applicable today as it was then when applied to the same individual—Mr W. M. Darling—now that he has handed over the office of president, Pharmaceutical Society of Great Britain.

"Bill" Darling imbued the presidency during his double term of office with the vitality of a young and successful pharmacist and a degree of humanism that brought the office nearer to the membership. In both ways he enhanced the office, the Society, and the holder.

The office of president requires an attention to detail and a conscientiousness that imposes on the holder a heavy responsibility, and only a relatively small proportion of the Society's membership appreciates the personal problems that have to be overcome—or neglected—when the official duties are to be undertaken. He has been untiring in his efforts for the profession and its members, his stewardship impeccable and it was often evident how well he has been supported in his work by his wife and family.

If only the membership had matched such selfless enthusiasm then the percentage of voters in council elections would not be so abysmally low and pharmacy and its leaders would not be required to battle continuously for rightful recognition in the public or government spheres.

## Maws golf trophy winners

The Maws trophy for the best Scottish "Scratch" score was presented this year to Mr Ian MacFadyen of Clevedon Road, Glasgow. This annual meeting is arranged by the Scottish Chemists' Golf Association and the match was played at Glen-eagles on May 17. The photograph shows, left to right, Mr J. P. Currie, UK sales manager of S. Maw Son & Sons Ltd, Mrs J. Hogarth, wife of Mr James Hogarth, a well known Glasgow chemist, Mr Ian MacFadyen the winner and Mr B. Lund, financial director of S. Maw Son & Sons Ltd





# Legislative difficulties bar the way to NI contract limitation

No early change in the law to bring about NHS contract limitation in Northern Ireland is anticipated by the NI Ministry of Health and Social Services.

That was the substance of a letter received by the Council of the Pharmaceutical Society of Northern Ireland at its May meeting. The letter stated that following discussions between officials and representatives of the Council in January, the matter had been considered with great care by the Ministry, together with the additional paper from the Council subsequent to the meeting.

The letter said that changes of the kind proposed would require legislation, and in the course of the discussion some of the difficulties which would have to be faced in securing parliamentary approval at Stormont had been pointed out. In the Ministry's view the present circumstances were such that the prospects were negligible of securing the approval of both Houses at Westminster to an Order in Council making the necessary amendments to the legislation, all the more because such action would be in advance of other parts of the United Kingdom where the same subject is currently under discussion and examination.

## Matching Great Britain

This was in addition to the difficulties to be faced in relation to the provisions of Section 8 of, and Schedule 2 to, the Finance Act (Northern Ireland) 1971 in which, among other things, the Government of Northern Ireland undertakes to keep the scale and standard of such services in Great Britain, and to ensure that the rates of remuneration of persons employed in such services in Northern Ireland correspond as nearly as may be with the rates for such services obtaining in Great Britain.

It was regretted therefore, that the Ministry could not hold out any hope of an early change in the law such as would be necessary to make action on the lines of the proposals a feasible proposition. The Ministry undertook to keep closely in touch with the developments in the discussions promoted by the Pharmaceutical Society of Great Britain and said they were not unmindful of the possibility that the proposed structure of Area Health Boards could, in the future, present a useful means of examining, in practical details, the needs of the pharmaceutical services in the various localities and differing situations in Northern Ireland.

After the contents of the letter had been discussed, Mr Coll said he had the impression that the officials of the Ministry were sympathetic to the Council's proposals and thought the small committee appointed some months ago to produce maps and details regarding the geographical siting of pharmacies should continue its work. He also suggested that a deputation from the Council should seek a meeting with Mr Paul Channon, Minister

of State, about the difficulties of obtaining the necessary legislation.

The application of Mrs Maureen Donaldson (née Ferguson), Thorndale, 7 Kylestone Road, Donaghadee, co Down, for the restoration of her name to the Register was granted.

The secretary stated that invitations to attend an extraordinary general assembly of the EEC pharmacy group, to be held on June 23, in Brussels, had been received and also one to attend the Group's general assembly in Amsterdam, from October 22-25. It was agreed that the Society should be represented at both meetings and that the president, vice-president, Professor D'Arcy, Mr Kerr and the secretary should arrange who would attend as delegates.

The Ministry of Health and Social Services wrote stating that their officials were at present busy on the restructuring of the personal health and personal social services, and suggested that the talk on the work carried out in the health centres should be postponed until September. The suggestion was accepted.

Arising out of the Finance Committee report, it was agreed to increase the Society's annual subscription to the Commonwealth Pharmaceutical Association to £125. Mr Kerr said he was pleased about the increase as the Association would, within the next few years have to become self supporting. The Education Committee report included a recommendation that John Alexander King and Eileen Margaret Scott be registered as students of the Society. In reply to a question the secretary stated that ten graduates had been registered as students during the year 1971/72. The report from the Law Committee included a recommendation that a circular should be sent to members of the Society, informing them of requirements regarding licensing under the Medicines Act and drawing their attention to the latest dates for applying for Licences of Right. The Council's policy with regard to a proposed teaching health centre was discussed at some length; Professor D'Arcy said he understood that the professor of the general practice faculty would be accommodated in the centre and that medical students would obtain certain practical experience there. It was agreed to seek any available information about the activities. It was proposed to carry on in the centre and to discuss the matter at another meeting. Mrs Watson, chairman of the House Committee, reported that Mr. Houston, the Society's architect, had now prepared several schemes for the redecoration of the Council room. These would be considered and a recommendation made to the Council at the next meeting. Con-

gratulations were extended to Mr Coll on the birth of a daughter.

The following candidates have passed the Society's 1972 examinations in Part II Part A:—

Coulter, Norma Maria; Courtenay, Robert Andrew; Emery, Patricia Ann Baxter; Henderson, Margaret Jean Carol; King, John Alexander; Martin, Kenneth Brian; Maze, Anna Elizabeth; Mullin, George Walter; Nicholl, Martha Thompson; Perry, Elizabeth Frances; Primrose, James Vivian; Slevin, Loretto Catherine; Scott, Eileen.

In Part II Part B, Elizabeth Alexandra Steede was successful.

## LETTERS

### Latin aid

It surprises me that a pharmacist who recalls whooping cough in the thirties (Open shop, last week) forgets the Latin nomenclature of the same period which I have found singularly useful in avoiding the embarrassing situation he recounts re "NP" labelling of soluble aspirin.

R. M. Mayle  
Chinley, Derbys.

### Wm. Cookworthy

William Cookworthy 1706-1780 has been variously honoured with the title "Patron Saint of the China Clay Industry", and "First and only maker of hard paste English porcelain", but very rarely is he mentioned as being a pharmacist (he was closely linked with Sylvanus Bevan, forebear of Allen and Hanbury's pharmacy at Plough Court).

Very little publicity or attention seems to have been given to this facet of his life. It may be that pharmacy has not taken much interest, and by default emphasis has been placed on the china clay aspects.

Recently, through the generosity of English China Clays Ltd, the old Grammar School at Kingsbridge, Devon has been converted to a Cookworthy Museum and Cultural Centre, but here any reference to his being a pharmacist is completely missing.

The Plymouth and District Branch of the Pharmaceutical Society, with the approval of E.C.C. Ltd, is endeavouring to correct this omission, by having a section devoted to his pharmaceutical interests, hence the appeal of this letter. Have any of your readers, pharmacist or not, notes, letters, equipment, mementos, objects used by Cookworthy, or any contemporary apparatus which could be loaned for this section?

We are not asking for anything to be sent at this stage, but to be informed for indexing and arranging purposes.

Success for this opportunity presented depends on the support received.

Mervyn Madge, *Hon Secretary*  
1 Saltburn Road  
St. Budeaux, Plymouth



## Once there was one favourite conditioner



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# Contractors claim more for containers

A claim for an increase in the container allowance from 0.83p to 1p per prescription is to be pressed by the Central NHS (Chemist Contractors) Committee following receipt of provisional results of a costs inquiry by the Department of Health.

The committee, at its May meeting, deemed that the Department's reply to its claim for increases in the profit level and proprietors notional salary was "wholly unacceptable". A further meeting with officials has been requested as a matter of urgency.

It was reported that the net ingredient costs discount inquiry had taken place in April, as arranged, and that work on collating the results would proceed as quickly as possible.

The introduction of value added tax and the zero rating of dispensed medicines would create a problem in that the majority of chemist contractors would be "in credit" with Customs and Excise at the end of each tax period, it was reported. The Committee decided to press for an increase in the NHS "on account" payment to avoid cash flow problems.

The Committee welcomed a draft document from the Department setting out a revised procedure with regard to the setting up of health centres. The document impressed on local authorities the need to inform Executive Councils immediately a proposal for a health centre was mooted; it also emphasised the importance for Executive Councils to inform all family practitioners likely to be concerned, through consultations with the four local professional committees, of the existence of any new health centre proposal and its implications.

The secretary reported on a meeting between representatives of the Committee and representatives of the Pharmaceutical Society on the supply of medicines before issue of forms EC 10. It was agreed that the Department be approached with a view to changing the Terms of Service for doctors and dentists to assist pharmacists in dealing with problems that had arisen.

## Scripts for more than one patient

A reply had been received from the Department refusing payment of more than one fee in cases of prescriptions for more than one patient being written on one form EC 10. After discussion it was decided that the Committee would invite Executive Councils to consider reference to the local medical services committee for investigation under the provisions of Regulations 4(5) of the National Health Service (Service Committee and Tribunal) Regulations, provided that the contractor concerned agreed.

A letter had been received from the Department agreeing to the Committee's representations that, with effect from June 1, where a doctor ordered a non-standard strength tablet which had to be dispensed by a combination of two different strength tablets the order would be treated as two prescriptions and carry two fees. It was confirmed that the patient would pay one

charge only of £0.20 on such an order. The second prescription would therefore be invoiced as one "no-charge" item.

The latest available figures provided the following information:

	December 1971	December 1970
Total prescriptions	23,562,491	23,173,787
Total cost	£18,214,563	£15,960,480
Average per prescription	77.30p	68.88p
Average on-cost		
(after discounting)	4.34p	4.19p
Average fee	14.95p	12.48p
	January 1971	January 1970
Total prescriptions	24,189,123	23,962,074
Total cost	£18,617,400	£16,946,155
Average per prescription	76.66p	70.72p
Average on-cost		
(after discounting)	4.27p	3.89p
Average fee	14.94p	14.91p

The following figures are for the whole of 1971 and 1970:

	1971	1970
Total prescriptions	266,188,748	266,272,002
Total cost	£200,975,723	£178,955,875
Average per prescription	75.50p	67.23p
Average on-cost		
(after discounting)	4.29p	4.12p

Mr G. T. M. David was unanimously re-elected chairman of the Committee.

The appointment of Mr J. Charlton as deputy secretary was confirmed. Mr S. R. Axon was welcomed to the meeting, having taken up duties as assistant secretary on May 1.

## Scots receive back-dated award

Scottish chemist contractors are to receive 1.219p per prescription additional remuneration for dispensing done during the period September 1, 1968, to March 31, 1970.

The award, a retrospective adjustment, was announced recently after the arbitra-

*Worth the effort? The latest of the NPU's series of members' visits to headquarters was more eventful than some (see above) but at a meeting in the Council room they expressed their admiration, like those before them, of the services provided*



tion Tribunal and investigated the situation.

For the year 1970-71 the balance of 1.825p per prescription is now also due to chemists.

Arrangements are being made for the essential procedures to be completed without delay and for the amount due to each chemist to be paid as soon as possible by the Local Executive Council.

The third period looked at covers the year which ended on March 31, 1972. The Pricing Bureaux have recently finished pricing the March prescriptions to complete the income figures for the year.

The national indices used for up-dating the chemists' costs should be available in a few months' time and the amount of capital employed can then be calculated.

If any balance is due to the chemists in respect of this period, it will be paid as soon as the calculations can be completed.

In view of the protracted nature of these negotiations, the staff side of Committee B are most anxious to devise some formula whereby the chemists' monthly payments for prescriptions dispensed will be automatically adjusted in line with the national price indices, the Pharmaceutical General Council (Scotland) announced recently. That step would obviate the need for retrospective adjustment.

The matter will be discussed with the Management Side at an early meeting of the Whitley Committee.

## NPU members in motorway chase

A dramatic police-car chase along the motorway added to the day's interest for NPU members from Bradford, Halifax, Huddersfield and Leeds Branches who visited Mallinson House last week.

The chase was to inform their coach driver that he had left nearly a third of the party behind—including the member with the passenger list!

The driver was asked to await the arrival of a second coach carrying the remainder of the party, before continuing with his full payload.



# Hospital pharmacy forum

## Nomen proprium

By a hospital pharmacist

In spite of strong opposition from what sometimes appeared to be the great majority of pharmacists, the labelling of medicines with their names has now become standard practice.

It was, of course, inevitable that the long-standing tradition of anonymity would one day have to be abandoned. Patients have become increasingly knowledgeable about the way in which their bodies function and as a result it is now fairly common practice for the doctor to take the patient into his confidence and discuss treatment with him. By doing so he is much more likely to get his co-operation than would be the case if he adopted the rather disdainful approach which was so common in the past.

Furthermore, doctors no longer have a vested interest in hiding the name of the drugs they prescribe from the prying eyes of their patients in case they might be tempted to save a consultation fee by resorting to self-medication when further treatment is required. Today the situation has been completely reversed. Patients who consult their doctor too frequently now tend to be unwelcome; they are certainly not the mainstay and support of his practice as was the case prior to the introduction of the NHS.

In such circumstances it was only to be expected that most of the pressure for open labelling should come from the doctors. Pharmacists, by and large, were much less enthusiastic, and agreement was only reached after a certain amount of arm-twisting by the BMA.

Pharmaceutical opposition was based mainly on the contention that open labelling would involve additional work for which a fee should first be negotiated, but in reality much of it stemmed from a fear that the move could well be just one more small but significant step towards "de-skilling" the dispensing operation. It would certainly open the door for the prescribing of "unit packs" sealed and labelled by the manufacturer, and for the contents of which the pharmacist has no responsibility. If that came about it might not be long before someone produced equipment which could be installed in the consulting room and from which the desired unit pack would be dispensed when the doctor pressed the appropriate button. That is by no means an idle dream; such machines were installed in a number of United States hospitals more than ten years ago. All the pharmacist did was to ensure that they were regularly "topped up".

In the hospital service, where great efforts have been made to minimise the use of pharmacists for routine dispensing, open labelling has been in general use for several years. The aim is to pre-pack a wide range of drugs which can then be

safely "dispensed" by technical staff and so release pharmacists for more important duties. In that context open labelling is absolutely essential, but proprietary names are studiously avoided.

For several years hospital doctors have been actively encouraged to avoid the use of proprietary names on prescriptions and a considerable measure of success has been achieved. Nevertheless proprietary names are still used quite extensively and in consequence most hospital authorities, acting upon advice given by the Department of Health, have given their pharmacists discretion to ignore them and dispense an alternative brand or an unbranded product of equivalent therapeutic effect.

When a hospital pharmacist uses his discretion in this way it would be morally reprehensible, if not actually illegal, to label the container with the name used on the prescription, and for that reason it has become customary to use the non-proprietary name whatever brand is dispensed. To do so is, of course, contrary to the spirit of the agreement between the BMA and the Pharmaceutical Society in which it is laid down that the name inscribed on the label should be that

used by the doctor on his prescription. It is of course true that the agreement applies only to NHS prescriptions written on form EC10 but problems are bound to arise when patients are discharged from hospital to the care of their general practitioners.

During his stay in hospital the patient may have been supplied with a brand of drug other than that ordered by the doctor responsible for his treatment. On discharge this doctor will write to his general practitioner, possibly suggesting that he should prescribe the drug with which the patient has been treated while in hospital. If, in his letter, he gives the proprietary name he habitually uses on his hospital prescriptions it will be faithfully transcribed by the general practitioner on to an EC10 prescription. This the patient will take to his local pharmacist only to find that he is supplied with a product labelled with a name quite different from the one with which he became familiar as a hospital patient and, in some cases, the medication itself may differ in appearance from that supplied by the hospital pharmacy.

In such circumstances he will, quite naturally, suspect a dispensing error and his suspicions are not likely to be allayed by explanations that all too often sound rather unconvincing. It is incidents such as this that sometimes make it difficult to avoid the impression that the gulf between hospital and general practice pharmacy is growing wider. A little consultation before approaching the doctors might well have resulted in an agreement to which both branches of the profession could subscribe.

and allowed to fall into the delivery shute.

This latter has a sliding door, which may be shut down when counting, if desired. When the count is complete, a container may be held under the shute, the door opened and the drugs allowed to slide into the container. Alternatively the receiver provided may be held under the shute, the door left open and the drugs allowed to fall immediately into it (Gyda-craft Products Ltd, 138 Burley Road, Leeds, LS4 2EU).

## Equipment

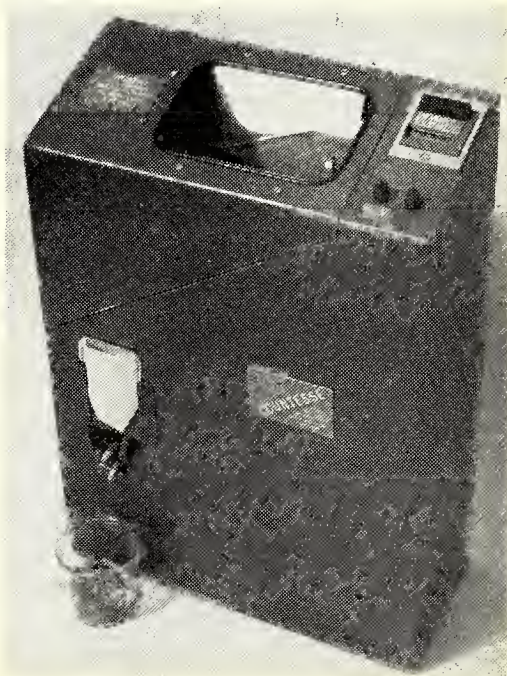
### Electronic counter

The Countesse electronic dispenser/counter will count and dispense most shapes and sizes of tablets and capsules at speed. It is priced at £185 and is said to be cheap to run and can be bought on hire purchase terms, if desired. The machine is mains operated on 220/240 volts A/C. It occupies bench space of only 14½ x 6¼ in.

The required number of tablets or capsules can be preset on the counter and, when this number has been reached, the feed is automatically switched off and an electrically operated cut-off stops excess tablets from reaching the delivery shute. Any surplus remaining in the machine can be quickly cleared.

The Countesse is housed in a steel cabinet, stove enamelled in a blue "hammer" finish. All the metal parts with which the drugs come into contact are made of stainless steel. Furthermore, the drugs are transferred from the bulk pack to the patient's container, untouched by hand. As a result, the dispenser's fingers remain free from residue.

The machine is simple to operate. The tablets/capsules are fed, a few at a time, into the small hopper, in the aperture at the top of the cabinet and then pass to a larger hopper and down a guide tube to the sensor head, where they are counted







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# NOTE!

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# COMPANY PROFILE

H. Bronnley &amp; Co Ltd

## Exporting soaps to over 60 countries

The House of Bronnley is essentially a family business and it now has the distinction—in this world of cartels, take-overs and mergers—of being one of the only businesses in its field which is still entirely privately owned.

It was founded in 1883 by James Bronnley, when he was only 19. He was the first man in England to make a superfine, triple-milled perfumed soap, and his daughter—Mrs G. H. Rossiter—is now one of the joint directors with her husband—Mr Hans Rossiter. Also on the board is James Bronnley's grand-daughter—Ann Rossiter—who took an honours degree in history at Edinburgh University, and a postgraduate course in business management, before joining the firm.

### Craftsmen

Bronnley is a small firm by comparison with some of the toiletry giants, but this in itself has advantages, for the personal touch is apparent everywhere. There is no mass production as such; every single tablet of soap is hand-finished and hand-wrapped and every member of the staff is a craftsman at his own job, from Mr Rossiter who presides over the perfumery laboratory, down to the youngest employees engaged in adding the decorative finishing touches to the gift sets.

The perfumery laboratory is small and compact, but the standard of the perfumes it sets is high. No perfume compounds are bought in ready-made.

The company carries stocks of natural essential oils to the value of around £45,000 which represents quite a lot of money for a small firm; the most valuable of these oils are kept in the bank under lock and key.

With such raw materials as neroli costing £250kg, otto of rose at £1,050kg and jasmin, £500kg, it is not surprising that the capital outlay is so high.

### Wood mill

The company's factory is at Brackley, Northants. Included in it is a wood mill where the distinctive boxes are made for some of their specialities such as Country Herb soaps and "lemons", as well as the crates in which their products are packed for dispatch to customers all over the world.

The pattern of the firm's exporting is a study in itself. Sales are made to over 60 countries . . . from Germany to Japan . . . from Switzerland to the Caribbean. But not the same things to every country. Germany imports bubble bath in large quantities while France takes delivery of

huge numbers of jars of seashell soaps and are now giving big orders for importing the Thistledown motif toiletries.

Switzerland is "enthusing" about soaps Victoriana, while Finland remains very Country Herb conscious. Belgium thinks big, and likes everything jumbo size, and is the only country on Bronnley's books who buy twice as many bath size soaps as toilet soaps.

### Sponge soaps

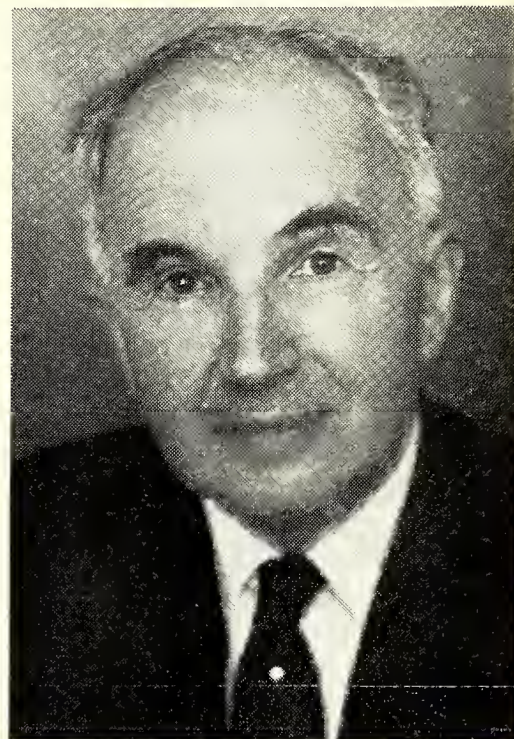
Countries as different as Holland, Japan and the United States principally buy Bronnley lemon soaps; in Japan, sponge soaps are also big business.

Colours matter . . . so do numbers. Finland has always done well with the company's turtle oil soaps, but one of the latest additions—English Clematis, which is a deep purple has soared to the tops of the charts with them. While the rich cyclamen of English Rose is favourite of the range in Japan, where red is a lucky colour. Shades of blue seem especially popular in Canada, but wouldn't be acceptable in China where blue is the colour of mourning.

Japan will not accept soaps packed four to a box, for the number 4 is to the Japanese considered as unlucky as 13 is to the British and a gift of four of anything would be quite unacceptable.

There is another little complication in selling to Germany. Here the export

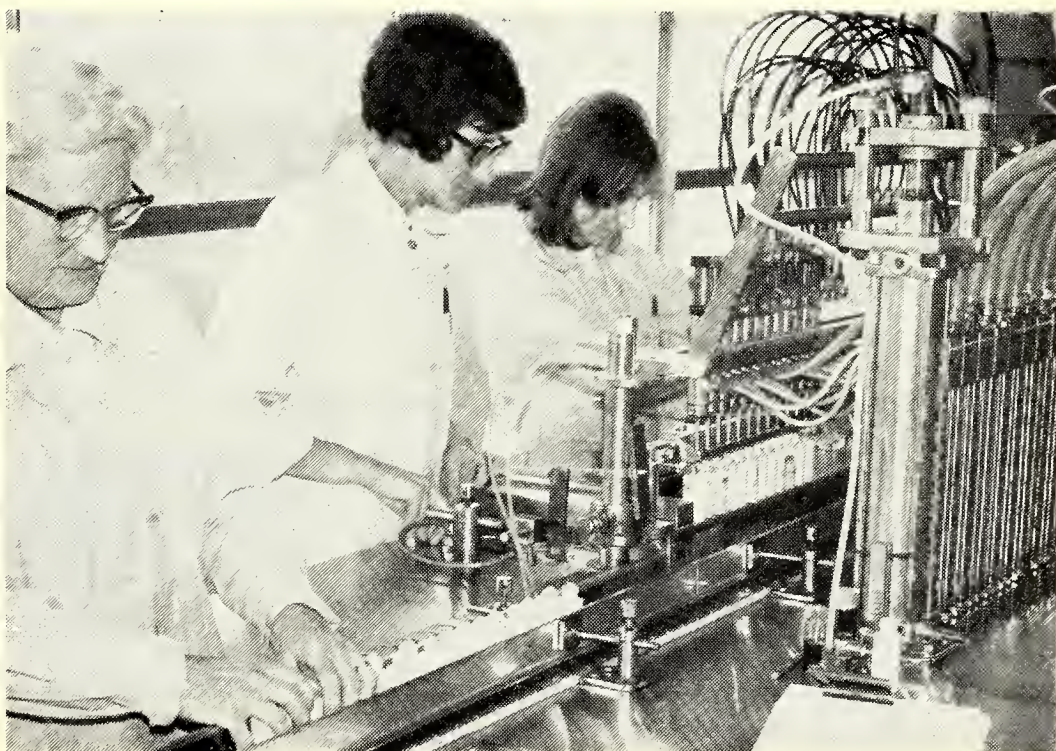
*Filling travel-size bottles of hand and body lotion*



*H. Rossiter, Bronnley chairman*

department must remember that gift sets must always be referred to as Christmas sets, because gift means poison in German—and a "poison set" sounds a pretty macabre present.

Soaps are made by Bronnley for hundreds of hotels throughout the country including the Connaught, the Hilton, the Inn on the Park, the Westbury and the Dorchester (to name just a few), as well as for the exclusive stores in the States, like Bonwit Teller, Saks, and Macy's on New York's Fifth Avenue, Marshall Fields in Chicago or John Wanamaker in Philadelphia.





# MARKET NEWS

## Little demand

London, June 7: There was generally little demand for crude drugs during the week and a number of items were marked down, including white pepper, celery seeds and turmeric.

Among the dearer commodities were Canada balsam, Peruvian cochineal, lemon peel and senega.

Lower prices operated for Madagascar clove leaf oil, lemongrass and petitgrain, but patchouli was up by £0.50-£0.75 per kg.

## Pharmaceutical chemicals

**Adrenaline:** (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500 g (£0.05).

**Aloin:** 50-kg lots £9 kg.

**Aminacrine hydrochloride:** £33.50 kg.

**Ammonium bicarbonate:** £55 metric ton delivered; carbonate lump and powder £88.20.

**Aspirin:** 10-metric ton lots £525 ton; 5-ton £530; 1-ton £540.

**Bemegride:** BPC £16 kg.

**Benzamine lactate:** 500-kg lots, £51.15 kg.

**Benzocaine:** 50-kg lots £1.48 kg.

**Bismuth salts:** £ per kg.

	12½-kg	50-kg	250-kg
carbonate	4.68	4.50	4.45
salicylate	4.00	3.50	—
subgallate	4.30	4.10	—
subnitrate	4.25	4.05	4.00

**Bromides:** Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

\*Powder plus £0.02.

**Brucine:** sulphate £20 kg.

**Caffeine:** (50-kg) Anhydrous and hydrate £1.78 kg.

**Calamine:** BP grade £280 metric ton for 250-kg lots.

**Cantharadin:** £75 per 100 g.

**Chloroform:** BP from £222.20 per metric ton in 280-kg drums to £235.97 in 35-kg drums.

**Chlorophenesin:** 50-kg lots £3.62½ kg.

**Dienoestrol:** 50-kilo lots £0.07 per g.

**Digoxin:** Up to 25-g lots £2.60 per g.

**Dimidium bromide:** 5-g lots £3.20 g.

**Emetine:** hydrochloride £375 kg;—bismuth iodide £212.50.

**Ephedrine:** (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.

**Fenchlor:** 50-kg lots £1.73 kg.

**Ferrous fumarate:** £0.50 kg for 50-kg lots.

**Glucose:** (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156; liquid 43° Baumé £69 (5-drum lots).

**Glycerin:** BP spot lots, per metric ton: 5,000-kg £211.60; 1,000-kg £214.55; 250-kg £220.45; under 250-kg £250.

**Gualacol salicylate:** £1.40 kg for 250-kg lots.

**Homatropine:** (500-g) Alkaloid £59.10 kg, Hydrobromide (£4.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

**Hydrocortisone:** Acetate or alcohol £0.25 g.  
**Hydrogen peroxide:** 35 per cent, £130 per 1,000-kg.

**Hydroxocobalamin:** £5.25 per g.

**Neomycin sulphate:** BP 5-g £27.50 g.

**Paracetamol:** 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

**Parachloro-meta-xylene:** 50-kg lots BPC £0.94 kg.

**Paraffins:** (minimum 1-ton lots) liquid-BP £0.552 gal; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477, Jelly-soft white BP £95 ton; yellow BP £85.

**Penicillin:** Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.

**Phthalylsulphathiazole:** 50-kg lots £1.60.

**Physostigmine:** 100-g lots salicylate £690 kg; sulphate £880.

**Pilocarpine:** 1-kg lots hydrochloride £102; nitrate £95.

**Piperazine:** Under 50 kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663; phosphate £0.02½.  
**Potassium citrate:** £353 per metric ton.

**Potassium permanganate:** BP £0.22½ kg technical £0.21½.

**Quinidine:** Alkaloid (5-kg lots) £44 kg; sulphate (50-kg) £40.60.

**Quinine:** (Per kg in 85-kg lots) Alkaloid £28.25; bisulphate £21.85; dihydrochloride £27.60; hydrochloride £27; sulphate £23; hydrobromide (15-kg) £27.75.

**Saccharin:** BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

**Salicylamide:** (Per metric ton) 5-ton lots £700; 1-ton £710; ½ ton £720.

**Sorbitol:** Powder £335 metric ton for over 250 kg.

**Streptomycin:** £11 kg base; dihydrostreptomycin £11.50 kg base.

**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

**Terpineol:** 50-kg lots £0.47 kg.

**Theobromine:** Alkaloid £13.50 kg delivered.

**Theophylline:** (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.23 kg.

**L-Thyroxine:** £1.15 per g.

**L-Triiodothyronine sodium:** £2.50 per g.

**Zinc carbonate:** BPC 25-kg sacks £0.26 kg.

**Zinc chloride:** granular 96-98% £135 metric ton.

**Zinc sulphate:** heptahydrate £44 metric ton.

## Crude drugs

**Balsams:** (lb) **Canada:** £1.85 spot; shipment £1.80 cif. **Copaiba:** BPC £0.50; Para £0.40. **Peru:** £1.05; £0.92, cif. **Tulu:** BP £0.70.

**Cochineal:** Tenerife black-brilliant £6.25 kg spot; Peruvian silver grey £6 shipment; £6.10 cif.

**Lemon peel:** Spot £235 metric ton; £215, cif.

**Menthol:** (kg) Chinese spot £6; shipment £5.70 cif. Brazilian spot £3.60; afloat £3.50, cif; June-July £3.40, cif.

**Nutmeg:** (Per ton, cif). Grenada: 80's £570; sound unassorted £490, defectives £375, all cif.

**Pepper:** (ton) Sarawak black £360 spot; £305 May-June, cif; white £475; £427.50 May-June, cif.

**Quillaia:** £460 nominal.

**Senega:** Canadian £1.65 lb spot; £1.65, cif.

**Tonquin beans:** Para £0.37 lb spot; £0.32, cif.

## Essential oils

**Almond:** Drum lots £0.60 kg.

**Amber:** Rectified spot £0.33 kg.

**Anise:** Chinese £1.40 kg spot; £1.30 cif.

**Bay:** £5.95 spot, shipment £6.50, cif.

**Bergamot:** £9.35-£11.55 kg as to grade.

**Birch tar:** Rectified £2.35 kg.

**Bois de rose:** £2.30 spot; shipment £1.97 June-September.

**Buchu:** English distilled, £255 kg.

**Cade:** Spanish £0.42 kg.

**Cajuput:** £1.20 kg on spot.

**Camphor white:** Spot £0.36; £0.30 kg cif.

**Cananga:** Java £5 kg, cif.

**Caraway:** Dutch £6.50 kg; English £18 kg.

**Cardamom:** English distilled £45 kg; Indian £46.50.

**Cassia:** Chinese 90 per cent, £2.20 kg, 85 per cent £2.05; both spot.

**Celery:** English £27 kg; Indian £19.

**Cinnamon:** Ceylon leaf £1.45 spot, £1.38 cif, Seychelles leaf rectified £3, cif. Bark, BP £2.20 English distilled bark £88.

**Citronella:** Ceylon spot £1.10 kg; £0.97, cif.

**Clove:** Madagascar leaf £1.15 kg; £1.08, cif. English distilled bud £17.60.

**Cod-liver:** BP in 45-gal lots £31.50 naked.

**Coriander:** £8.80 kg spot.

**Cubeb:** English, £13 kg.

**Dill:** £5.70 kg spot.

**Eucalyptus:** Chinese 80-85 per cent £0.66 kg in bond £0.60, cif.

**Fennel:** Spanish sweet £2.09 kg.

**Geranium:** (kg) Bourbon £16 kg; Congo £13.75, cif.

**Ginger:** English distilled £39 kg; Indian £22.50.

**Juniper:** Berry £3.08 kg; wood £0.55.

**Lavandin:** £2.76 kg spot.

**Lavender:** French from £4.40 kg.

**Lavender spike:** In 1-metric ton lots £2.90 kg.

**Lemon:** Sicilian £3.56 kg as to quality.

**Lemongrass:** £1.97 kg spot; May-June £1.70, cif.

**Lime:** West Indian £7.70 kg spot; £7.15, cif.

**Mandarin:** £5 kg.

**Nutmeg:** East Indian £4.95 kg. English distilled from West Indian £12.75; from E Indian £13.15.

**Olive:** £344-£347 metric ton, fob, Spain; spot £395-£405 long ton, duty paid ex wharf.

**Orange:** Sweet £0.54 kg spot; bitter from £3.15.

**Palmarosa:** £7.50 kg spot, £7, cif.

**Patchouli:** Spot £4.25-£5.00 kg.

**Pennyroyal:** £2.50-£2.70 kg to arrive.

**Pepper:** English distilled ex black £32.50 kg.

**Peppermint:** (per kg) Arvensis Chinese, spot unobtainable; cif £2.30 Sept-October. Brazilian £1.60 spot; May-June £1.45, cif. American Piperata from £3.85.

**Pimento:** Berry £4.90 kg; leaf £4.25.

**Pine:** (kg) Abietis £3.75, pumillonis £6; sylvestris £1.62.

**Petitgrain:** £3.25 spot; shipment not quoted.

**Rosemary:** Spanish £1.55 kg.

**Sage:** Spanish £1.85 kg spot.

**Sandalwood:** Mysore spot £13.50. East Indian for shipment £13.40 kg, cif.

**Spearmint:** American from £4.50 kg, cif; Chinese spot and shipment £3.80 kg.

## COMING EVENTS

**Thursday, June 15**

**Royal Society,** 6 Carlton House Terrace, London, SW1Y 5AG, at 4.30pm. "Insulin: chemistry and biochemistry" by Dorothy M. C. Hodgkin.

**Leicester Branch, Pharmaceutical Society,** at 7.30pm. A treasure hunt. Details from Carl Bedford (Leicester 884568).

## Courses and conferences

**University of London, King's College,** is offering a Master of Science course on powder technology which will commence in October 1972. Further particulars from the Registrar, King's College, Strand, London WC2R 2LS.

# ORALCER

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# Classified advertisements

## Situations vacant

### DEPUTY CHIEF PHARMACIST HOME OFFICE, PRISON DEPARTMENT

Applications are invited from male or female registered Pharmacists aged 25 or over for appointment as Deputy Chief Pharmacist (Category IV) at Her Majesty's Prison, Wormwood Scrubs, Du Cane Road, London, W.12. Previous hospital experience is not essential.

Present salary scale £1,629 to £2,085 plus £102 per annum environment allowance. (Improved scales will shortly be applicable). London weighting is payable in addition. Starting salary above the minimum of the scale may be allowed for previous National Health Service, Government Service or other comparable experience.

Application forms obtainable from the Establishment Officer, Home Office, Prison Department, (R10/10 VDC), Portland House, Stag Place, London SW1.

For further information please telephone the Head Pharmacist of the Prison Service (01-743 0311. Ext. 324).

## MARKET RESEARCH

Analysts required as support to a team of executives in the Client Service Unit of IMS London, a leading agency in the field of Pharmaceutical Market Research.

Applicants should have a sound knowledge of ethical pharmaceutical products, and a knowledge of existing IMS reports, though not essential, would be an advantage.

The positions offer an attractive and progressive salary and there is ample opportunity for advancement.

Applications to

J. C. Newell,  
Intercontinental Medical Statistics Ltd.,  
York House,  
37 Queen Square,  
London W.C.1.

CHELMSFORD, ESSEX. Experienced Dispensing Assistant required mid-July, preferably with Apothecaries Hall or equivalent. Five-day week. Apply Body's of Chelmsford, 1, Moulsham Street, Chelmsford. Telephone Chelmsford 52766.

Please address Box No. replies to Box No. ....  
CHEMIST & DRUGGIST,  
25 New Street Square,  
LONDON, EC4A 3JA.

### COSMETIC REPRESENTATIVE

London and Home Counties

Distributors for Italy's leading cosmetic manufacturer, presently launching Italy's most famous brands in the UK, seek representative for London and Home Counties.

The successful applicant will be aged over 30 and have had some experience of selling-in cosmetics or similar lines to chemist shops, stores and allied outlets. A company car will be provided if required and salary will be by negotiation commensurate with experience.

Please reply to:

Laurence Daniels Cosmetics,  
34 Queens Road,  
Brighton, Sussex, BN1 3XB.

### PETERBOROUGH

Pharmacist required to manage a large modern branch accommodating traditional goods together with gifts and stationery.

A spacious dispensary, and a busy post office. Excellent salary and conditions of employment including four weeks' holiday, sickness benefits, etc.

Peterborough is an area of major development and the authorities are ensuring the availability of attractive houses at a reasonable cost (assistance if required). In addition we offer free removal and a generous relocation allowance.

Apply: The Superintendent Pharmacist, Peterborough Co-operative Chemists Ltd, Westgate, Peterborough.

## Hospital appointments

### GEORGE ELIOT HOSPITAL, NUNEATON

### DEPUTY CHIEF PHARMACIST

DEPUTY CHIEF PHARMACIST (Category IV). Salary Scale £1,758-£2,253. Post vacant due to the promotion of the present holder. The department opened in July 1971 and provides a service for inpatients in the four Nuneaton Hospitals and also for a busy out-patient department on the site, which is approved for development as a District General Hospital. Interested applicants may obtain further details regarding the post from the Chief Pharmacist (telephone Nuneaton 4201. Ext. 316). Apply giving names of two referees and stating age, qualifications and previous experience to Hospital Secretary, George Eliot Hospital, College Street, Nuneaton, Warwickshire. Closing date for applications 30th June, 1972.

Coventry Hospital Management Committee

### SOUTH WARWICKSHIRE HOSPITAL GROUP PHARMACIST or SENIOR PHARMACIST

required at

WARNEFORD HOSPITAL, RADFORD ROAD,  
LEAMINGTON SPA

and at

WARWICK HOSPITAL, LAKIN ROAD, WARWICK

New modern department in each hospital, with excellent staff establishment. Duties varied, comprehensive and interesting, and working conditions congenial. Applicants can expect valuable experience in developing a modern pharmaceutical service.

Salary scale: £1,431-£1,797 (Pharmacist), £1,563-£1,944 (Senior) plus higher qualification allowance. Applications to Hospital Secretary of appropriate hospital.



# Classified advertisements

**ST BARTHOLOMEW'S HOSPITAL,** LONDON, EC1. **Pharmacist or Locum Pharmacist** required. 5 day week. Whitley Council scales. Extra pay for evening clinics. Accommodation may be available in our hostel in the West End of London. Post offers varied experience in a Teaching Hospital, including close collaboration with other disciplines in the hospitals. Pre-registration graduates registering during Summer will also be considered. Applications with full particulars, naming two references, to the Chief Pharmacist.

**ST. ANDREW'S HOSPITAL,** LONDON E3 3NT.

**PHARMACY TECHNICIAN** required. Hospital adjacent to Bromley-by-Bow Station—20 minutes from Central London.

Full particulars of post obtainable from:

Chief Pharmacist (Tel 01-987 2030). Applications to Hospital Secretary.

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**CITY OF MANCHESTER  
MANCHESTER AIRPORT—**

**HIGH CLASS GIFT SHOP AND PHARMACY CONCESSION**

Applications are invited for the joint operation of two shops at the Airport, one of which handles the sale of high quality gifts and the other the sale of proprietary pharmaceutical products, cosmetics, toilet preparations, etc. and also provides a dispensing service. Applications for the individual operation of these shops will not be considered.

Full particulars and conditions of contract obtainable from Airport Director, Manchester Airport, Manchester M22 5PA. Offers returnable by 10.0 a.m. on 19th July, 1972.

## Agents

**PAN DRY SHAMPOO**

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### COMMISSION AGENTS

to cover various parts of the U.K.

This is a unique product which already enjoys distribution in Department Stores and Chemists—there is, however, a big untapped potential. Excellent Commission will be paid to Agents who can develop this potential.

Please write giving full details of experience and areas covered to:—

Interpan Ltd, 169/173 Regent Street, London W.1.  
Tel: 01-734 7495.

Agents required for wholesale and retail Chemist trade to sell baby products. Areas covered and lines handled to: Interbro Ltd, Cavridy House, Ladymead, Guildford, Surrey. Tel. Guildford 60757.

## University appointments



**LECTURER  
PHARMACOLOGY**

**Salary: £1,641-£3,999**

Requests (quoting Ref. CD) for details and application form (returnable by 3rd July) to Personnel Section, Cardiff CF1 3NU.

## Miscellaneous

### FASHION JEWELLERY

Jodez (Manchester) Ltd.  
9 Sugar Lane & 34 Shudehill  
Manchester 4. DEAnsgate 6564  
Largest and most exclusive selection of Necklets, Brooches, Chainbelts, Dress Rings, Earrings (all types) Hair-Ornaments, etc. Limited quantity of clearing lines available, parcels from £5.00 and upwards.

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Inexpensive personalised Showcards and Notices from One upwards.

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Sample and Details

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NG2 1FS. Telephone: 85125

## Trade services



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45 TEMPLAR AVE., COVENTRY

### ANALYTICAL AND RESEARCH FACILITIES

Complete Chemical, Biochemical, and Micro-Biological investigations, for all branches of the Food, Pharmaceutical, and Drug Industries, using the latest techniques of Chromatography, Infra Red, U/V, and Atomic Absorption Spectroscopy, in addition to all standard Analytical procedures.

Highest resolution Black/White, and Colour Photo-Microscopy. Our qualified staff, will be pleased to discuss any problem, from a simple analysis, to a full scale Research and Development Project.

In the first instance, please write or telephone our Technical Director.

Dept. "C",  
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MACCLESFIELD, Cheshire.  
Tel: Bollington 2459/50 or 2777.

## For sale

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Retail 75p per tube

Wholesale £2.50 carton of 6

Post paid c.w.o. from:

Lloyd's Surgical Dept. Ltd.,  
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Showcard free on request.

**ONE DAY REFITS.** No trade loss arrangements. Your shop replanned free. Low prices. Cash. Rental. Credit. S. G. Clark, Kyles House, Watford WD2 6NT. Tel: Garston 79151 any time.

## Business opportunities

### RETIRING SOON?

Retail Chemist chain with 3 to 10 branches wanted. Existing management retained. Partnership considered. Top cash price paid. Reply Box 1956.

Seriously minded business man required for management drug store, lock-up premises Tower Buildings Blackpool, for partnership. Could orientate to Pharmacy closed since 1965. Box No. 1957.

## Businesses for sale

MODERN shop and dispensary fittings (interchangeable) for sale. Erected five years ago. Reasonable offers please. Viewing through P. C. Mills, Ruislip 38120.

Small Manufacturing Perfumery Company situate Devon Coast. Considerable scope for expansion, including export, if desired. Owner willing to remain in advisory capacity. £5,500 for business including goodwill, secure lease and equipment. S.A.V. above £2,000. Box No. 1958.

### FOR SALE

Owing to expiry of lease parent company will dispose of profitable subsidiary making well-known household product, chiefly distributed through multiples and wholesale chemists. Easily manufactured by part-time staff. Please apply Box No. 1959.



# CHEMIST & DRUGGIST DIRECTORY 1972

and tablet and capsule identification guide

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From 1972 The Chemist & Druggist Year Book becomes Chemist & Druggist Directory. This change of title heralds important modifications to the editorial content all designed to justify its role as a reference book and a standard requirement for every Pharmaceutical Retailer, Wholesaler and Manufacturer.

Readers will find that the new Directory is far

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### The contents include:

*Trade Directory and Buyers Guide*  
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Price: £6.00 plus 40p  
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Feel Free, an anti-perspirant spray for the younger woman, was launched in the Southern and London television areas in March and April 1971, the introductory television campaign continuing until early August.

The aerosol anti-perspirant market is strongly established in the South and with a commercial emphasising the effectiveness of Feel Free's "one-spray-a-day" protection, Gillette Industries obtained positive response among 16-34 years old women who are the heavy users in this product category.



Within the four-month period of transmission, Feel Free rapidly gained distribution amongst chemists – with over 80% stocking the product. At the same time, sales achieved were over 10% of all unit aerosol deodorant purchases, an encouraging figure in a highly competitive market.

Sales of Feel Free have remained buoyant during the months following the campaign, and the national launch began in March 1972, supported by heavy television advertising which included – of course – transmissions on Southern.

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